OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

With the Key on the Cover

Founded by Geo. H. Patterson Edited by

Evan Johnson

Business Equipment Journal incorporated with Office Appliances

OCTOBER 1916

Asked the Secret
of her Success –
The expert typist
draws aside the
curtain of doubt
and reveals the-
Underwood
Underwood

OFFICE APPLIANCES
The Journal of Office Equipment
With the Key on the Cover

FOUNDED BY GEO. H. PATTERSON

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Office Appliances is a monthly trade journal covering the manufacture and distribution of office machinery, office devices, office furniture, office supplies and the entire range of commercial stationery. It serves a clientele composed of managers and agents for the various office machines, devices and supplies, commercial stationery dealers and the purchasing agents of many of the largest corporations in the United States. It also reaches some dealers in fifty-one other countries who deal in American office equipment.

The ownership of Office Appliances is vested solely in the officers of the company. No person, firm or corporation, either directly or indirectly connected with the business it represents, has any share in its ownership or voice in shaping its policy, which has in view at all times the best interests of the field it serves. It aims to discuss all subjects fairly, and to furnish its readers reliable information concerning the progress and development of the office appliance industry. It will answer any questions germane to its field to the best of its ability, and it asks its readers in all parts of the world to aid it with inquiries and suggestions, to which it will give prompt and earnest consideration.

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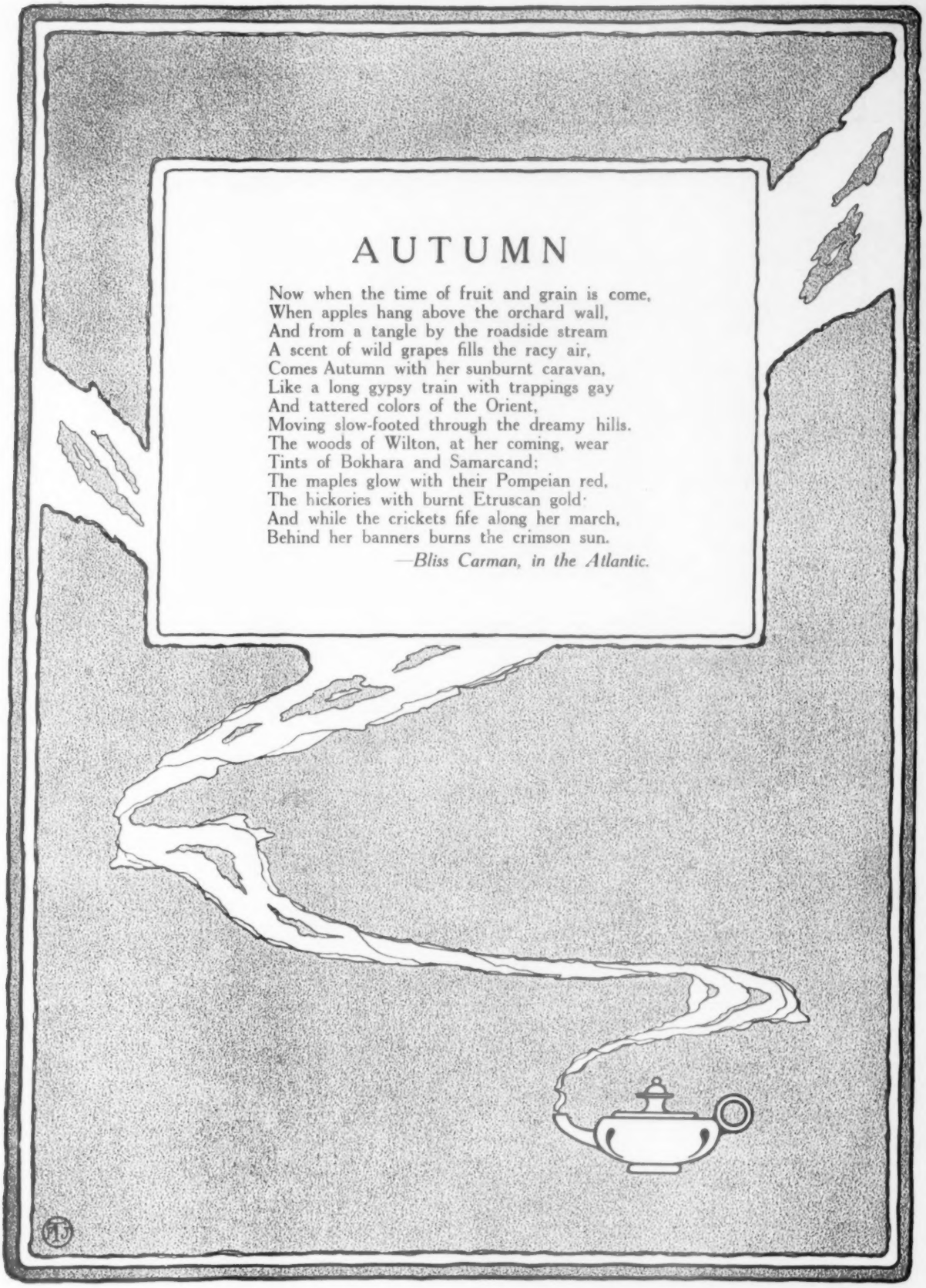
AUTUMN

Now when the time of fruit and grain is come,
When apples hang above the orchard wall,
And from a tangle by the roadside stream
A scent of wild grapes fills the racy air,
Comes Autumn with her sunburnt caravan,
Like a long gypsy train with trappings gay
And tattered colors of the Orient,
Moving slow-footed through the dreamy hills.
The woods of Wilton, at her coming, wear
Tints of Bokhara and Samarcand;
The maples glow with their Pompeian red,
The hickories with burnt Etruscan gold·
And while the crickets fife along her march,
Behind her banners burns the crimson sun.

—*Bliss Carman, in the Atlantic.*



GEORGE S. PARKER
PRESIDENT
PARKER PEN COMPANY
JANESVILLE, WIS.

Office Appliances
October, 1916
See page 142

OFFICE APPLIANCES

THE MAGAZINE OF OFFICE EQUIPMENT

FROM THE PUBLISHERS' POINT OF VIEW

The New Office Appliance Association.

ONE of the most promising developments which occurred during the week of the Chicago Business Show last month was the organization of the American Association of Office Appliance Manufacturers, an organization composed of the general sales directors of those office appliances concerns who sell the bulk of their products direct and not through jobbers. Those eligible to membership in this association include all of the principal typewriter companies, most of the duplicating machine companies, the adding machine concerns, etc.

An initial meeting was held in Chicago during the week of the show, and a remarkably strong corps of officers was elected, headed by Francis E. Van Buskirk as president. Mr. Van Buskirk is one of the ablest typewriter men in the world, and for some time he has been vice-president and general sales director of the Remington Typewriter Company. A detailed report of this meeting and of the officers and directors elected is to be found elsewhere in this issue.

The object of the association is to discuss and if possible to rectify those errors and inequalities which are a constant menace to the full success of business. It will take up matters of credit, discuss ways and means of standardizing certain practices which have stood the test of experience, attempt to rectify wrong practices by mutual confidence and free discussions, and, in short, will consistently attempt to carry out policies which shall be to the advantage of the office appliances trade as a whole.

The industry has long awaited such an association, whose membership and official personnel give promise of great and lasting results.

The National Convention.

AS THIS issue of OFFICE APPLIANCES leaves the press, the eleventh annual convention of the National Association of Stationers and Manufacturers will have finished the greater part of its work, and before the magazine reaches its subscribers the delegates assembled at Atlanta will have completed their labors and will be on the way to their respective homes.

OFFICE APPLIANCES feels sure that this convention will be one of rare interest and of most vital importance to the trade, and sincerely hopes that the attendance at Atlanta will achieve a high numerical record. The advance registration at the Atlanta hotels indicates that the attendance at the convention will be good, for considerable numbers of persons will come who do not previously register but who will take their chances on such accommodations as they can get after arriving at Atlanta.

A full report of this convention will appear in the November number of OFFICE APPLIANCES, with the complete text of all papers and addresses and such photographs of groups, scenes and individuals as a moderately serviceable camera and an energetic application of it can produce.

Chicago went to Atlanta fully primed to secure the convention for 1917 for this city. We sincerely believe that Chicago's offer will be accepted, for assuredly no other city in the country can offer such a combination of convenience in location together with such wealth of accommodations and opportunities for a profitable stay.

The Business Shows.

THE Chicago and New York business shows came so close together this year that we are reminded of a French proverb, "Le roi est mort: vive le roi." The Chicago business show is a matter of history, while the New York show will open its doors to the public on Monday, October 16, at the 69th Regiment Armory, in New York city.

A large and representative list of office appliances manufacturers will put in exhibits at this show, whose many features of interest probably will overtop that of any show which previously has been held in New York city. The New York show will be larger than the show in Chicago, for the number of exhibitors is

already considerably greater, and if it is proportionately as successful the results will be eminently satisfactory to everyone concerned. There is no reason, indeed, why the business show in New York should not be even more successful than in any other part of the country. The success of each and every exhibitor at the Chicago show is remarked in the introduction to the report of the show elsewhere in this issue. That success was so pronounced in some cases that concerns have been induced by it to increase their space in the New York show and to augment their expenditure for New York show purposes.

The public is becoming educated to the vital advantage of business economies, and is studying with keen avidity the means for saving time, reducing errors and lessening the drudgery of labor. The business shows as conducted by the Annual Business Show Company may be said to be among the leading factors making for public education and enlightenment in business matters.

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A Word About Foreign Business.

THE foreign trade of the United States during the last two years, as everyone knows, has increased beyond all previous records. It is generally understood that this increase is due to the necessities of warring countries, for whom the United States is the greatest and in some cases practically the only source of supply for many of the commodities required both by the belligerents and by those following the ways of peace at home. Foreign visitors by the hundreds are calling on American manufacturers, many of whom manifest a keen interest in foreign trade and have the organization with which to handle it properly, but occasionally the foreigner finds some American manufacturers who are quite willing to take the business but who do not seem inclined to pay any attention to the conditions under which foreign business must be done. These concerns get orders because there is no other place for the foreigner to go. But taking business purely on this basis is not the proper preparation for conditions which are to come.

OFFICE APPLIANCES has frequently referred to the elemental things the exporter must know. Whoever handles the export business of any house should be able to meet the foreigner on common grounds. He should be able to tell him exactly what the price of the goods will be laid down in his city; he should know that price in terms of the foreigner's own currency; he should know, too, what conditions the foreigner will have to encounter in getting the goods, and what steps it is necessary to take before the goods are shipped. He should know what lines are most suitable to bring about the quickest and most economical delivery of the goods to their destination, and must understand the customs regulations of the countries abroad to which his goods are to be shipped, or he must be able to discover a reliable source of information on such points without too much investigation. And, furthermore, he must know, or must employ someone who does know, how to make out the proper bills, papers, manifests, etc., which are necessary before a shipment can be taken abroad. On account of the blockading operations of the allied fleets and the commercial policies adopted by the allied nations, it is necessary to unwind many yards of red tape before the exporter can ship a case of goods to a foreign land. This precaution the nations at war believe to be necessary in order that cases of rifles and ammunition may not be slipped in among otherwise innocent consignments, and to prevent enemy countries from securing aid and comfort from neutral nations.

But apart from these special conditions, what impresses many foreigners most is that so many American business men have very little knowledge of the geography of the world outside of the United States, actually failing to locate many places which should be well known to them, and insisting upon contracts and terms which would be obviously impossible to anyone who knew the actual conditions. For instance, when one looks at the map one is inclined to believe that the Scandinavian countries are very populous, whereas the reverse is the case. The population is comparatively small, hence the sales producing capacity of these countries is correspondingly moderate. The same holds true of many other places such as South Africa, Australia, etc., where it is certainly unsafe to judge the sales producing capacity of the country by its size on the map.

There are many points which American manufacturers could easily learn greatly to their own advantage now and almost to their salvation commercially in the future, provided they expect to continue doing an export business.

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The Business Outlook.

ACCORDING to all evidences, the business outlook for the coming fall and winter is in every way satisfactory. Apart from the increase in the cost of living, the outlook seems to be very bright. However, a period of expanding business and plentiful money is always associated with an advance in living costs on account of the economic law that when money is cheap commodities are dear.

The outlook for the corn crop is more satisfactory than it was earlier in the season, and the yield over a considerable area will be considerably greater than that indicated a month or two ago. The wheat crop will be considerably under the record of last year, which showed a bumper crop; in fact, the only crops promising record yields this year are tobacco, hay, rice and sugar beets. The short crops will be wheat, potatoes and peaches. Grain prices have risen, of course, in response to the demand and supply situation.

The National City Bank of Chicago, in its monthly letter, dated October 1, outlines the situation in part as follows:

"There is a feeling of general optimism about the future, but business men are inclined to go slow for the time being. It is probable that a great deal of increased business will be given out after the election is held. This will apply, whatever the outcome of the election itself, since in presidential years, a great volume of business is usually held back until the contest has been decided. The campaign itself, however, has had almost no effect upon general business this year. It has been conducted in an orderly way and without the excitement which often unsettles trade at a time when a president is being voted for. The campaign has been a remarkable one in many respects, and although the final days of the canvass may be full of excitement, the contest as a whole has caused much less disturbance than usual. The country has been doing such a large business and has been so deeply interested in the problems which have developed in Europe and in Mexico, that it has had little time 'to talk politics,' or to listen to campaign speeches.

"Retail trade has also expanded considerably in response to the increased purchasing power of industrial centers. The prosperity of wage earners is beginning to have an important influence upon all classes of business. The fact is that this portion of the population has more money to spend than it ever had before at this season of the year. Whenever wage earners have money, there is sure to be a material increase in the volume of retail business and in the traffic given to the street railway companies. Touching this point the suggestive figures just given out by the American Electric Railway Association show a gain for the first six months of 1916 of 13.09 per cent in operating revenue, covering 6,391 miles of traction lines. The number of revenue and transfer passengers carried increased in this period nearly 7¼ per cent. The heavy increase in bank clearings—the total for the week ending September 21, making a new high record—is also highly significant, more than one hundred cities showing gains over last year."

The department of finance and economics of the New York Tribune of October 2, states that securities which on their earnings were worth much more than the price for which they sold a few months ago but found no market, are now selling at much higher prices. The speculators are asking the question, "What if the war does end? We have the money and we shall continue to prosper, for Europe will have to be rebuilt and this is the only country that can supply the materials." The financial editor of the Tribune believes that this is the wish that fathers the thought, for no speculator would dream of buying United States Steel common for the profit that might be made on the tonnage required to rebuild Europe. Nobody knows when the rebuilding of Europe will begin, says the Tribune, or when, or under whose auspices, or whether, indeed, Europe will require to be rebuilt at all. Indeed, more of what has been destroyed has already been restored than most people believe. Add to this the fact that the productive capacity of all Europe at the present time is far greater than it ever has been before, and we are confronted with the probability at least that she will be able to rebuild herself. Indeed, it is possible to believe that while doing it she will be able to compete with us for foreign trade.

In an interesting paragraph on the psychology of rising prices, Mr. Garrett, the editor of the Tribune's financial department, says:

"The psychology of rising prices is curious. People are led to believe that higher prices are inevitable, and then assist to bring them about by rushing madly in to buy. They may buy for speculation or for protection, or both. In any case, whether they are buying securities or commodities, they force the market up on themselves, and in the end there results a kind of inverted panic."

SUCCESS IS SIMPLY OVERCOMING DIFFICULTIES. THE DEGREES OF THE DIFFICULTIES ARE DETERMINED BY THE INDIVIDUAL'S PREPAREDNESS TO MEET THEM.

Ike Millikan says: Not every man who qualifies lands a big job, but no one gets a big job who does not qualify

—*A. Hoosier.*

THE PROBLEM OF CONCENTRATION

Being the third of a series of articles written especially for Office Appliances under the general subject title—

THE DAY'S WORK

the second of which, entitled "Getting Started," appeared in the September number.

By the Rev. Wallace Herbert Blake

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ALL careless work is not necessarily dishonest or wanting in earnestness. It is more often work performed without thought, from a prevailing mechanical habit of mind. Run over a column of figures for possible mistakes often enough, and you fail to see what is plainly there. Routine is a helpful slave, but a soulless master. Look too persistently for blunders in your work, and you will be rewarded. The truly efficient man goes straight because he is not afraid to slip.

I am not arguing for slipshod work. I am arguing for the power of working at all, which demands a certain poise and self-command. We err by fancying that concentration somehow should be on infinitesimal things. Concentration is in the mind. A better word is co-ordination. An older word is courage. To concentrate rightly is to be unconsciously absorbed in what you are doing. It is not to be won by tugging at psychological bootstraps. It is not lost by an occasional mishap. Get so interested in a thing that you forget the need of concentrating on it, acquire such a sense of social unison with your working environment that you possess that environment as well as being possessed by it, and then let concentration take care of itself. Blot it out of your vocabulary, for it has become a part of your character.

Children used to learn the multiplication table by chanting it over and over again, in a kind of dog-eared litany. Now, out at Gary, so far as memory work is used at all, the modern idea puts the thing to be learned in front of the child, and bids him look at it. The mind is a cinematograph, not a treadmill.

Most so-called concentration that is taught in works on business psychology simply hammers the reader a little deeper into his old mental ruts. His fault is not that he has failed to concentrate, but that he has over-concentrated, and over-anxiously concentrated. What the average office man and woman need is to relax, to regain their normal selves, to lend as much variety as possible to their work, that the unused faculties of the mind by being brought into play may refresh and reinvigorate those which over-exertion has jaded.

You can take a vacation at any season without leaving your office. Every task in to-morrow's work may be done in a slightly different, and therefore more efficient way than you did it yesterday. It is partly, like the French language, a matter of accent. You have been putting the "punch" on things which have become habitual. Suppose you dictate letters. There are a dozen easy ways to vary the routine. Are you accustomed to writing long paragraphs? Swear off! Turn over a new leaf. Study Arthur Brisbane and Frank Crane. Be concise. Cultivate compactness. Imitate those newspapers which refuse to give any but a most unusual news story more than a column. Few business letters need run over a page. Hold yours down to that limit. By the effort, without consciously aiming at concentration, you will achieve it. For it is a kingdom that cometh not by observation.

Visualize your correspondent as you write. You are writing to him, not to the house you represent. Some correspondents write every letter as if it were addressed to the boss. A batch of letters to answer, however prosaic the subjects, are so many intimate grips with different personalities. Adapt your own to each. Walk into the different offices. Study your men. Your letters, however brief and confined to technical details, will then be living things. You will have learned to concentrate.

Every busy man should have at his daily reach the means of taking at any moment a ten minutes' holiday of the mind. It may be a volume of Stevenson's essays. It may be Sterne, or Lamb, or George Ade, or Epictetus. It may even be Ring Lardner. Whoever it is, call him up now and then. If you laugh at such an aid to steady and resultful work, it is a clear proof that you are in need of it—that your mind is growing definitely and pathetically stale. Take a leaf from your office boy's experience. Sherlock Holmes hidden underneath his blotter answers a real need—responds to a real call of his psychology. Doubtless he tends to repeat the call too often. But the need is a real one.

Business is so largely just keeping sweet that one marvels sometimes at the serious pains a few business men of the older school still take to keep sour. As one gazes at their faces sometimes across the intervening mahogany, one wonders of what their subconscious minds can be thinking. Infant damnation, perhaps. Or the pleasant theories of Malthus. A little Charlie Chaplin would go a long way to settle some shadowy ghosts that hang about the inner office. An hour of vaudeville would uncrease certain wrinkles in the balance sheet as well as about the temples. To learn to concentrate, the first step is often to quit concentrating. Just as the best path to national preparedness at a certain stage may well be to stop megaphoning about it.

Tension is not necessarily attention. A taut office force may be far enough from being teachable. Some business houses of to-day reverse the traditional idea of alternative work and idleness: the clerks really concentrate healthfully only before the manager arrives on the scene or after he goes out to dinner. There is really a limit to the efficiency which fear can induce. The mind, too, has a stop-watch. Vary the pace. Permit and encourage variety—spontaneity—individuality which is not mere whim or selfish disloyalty. Seek joy in your direction of the work, and you shall find it shining back at you from the faces of the workers.

All this is far from being new or original. Much of it has been said loud and often of recent years. Yet we must forever be rediscovering other truths as well as the Ten Commandments. We are creatures of habit, to a degree, which is the best of all possible reasons for persistently forming new and better habits. And the crucial reason for such alertness at the daily task is the increased power of leadership which it will give you over your employés. Men follow originality by an ineradicable instinct. Behind traditional standpatism they slink and stumble. They are ashamed of their own ideas, because ideas are not in the air. Get out of the trenches. For the charge is going forward.

Your office system is not a set of ganglia in your brain, but a living unity between personal equations. It is outside you, not within. It is a fact and not a theory. If it is to live, it must be as flexible, as changeable, as developing as Life. You are a sculptor in living clay, not a machinist. As you mold your material, so will you mold yourself. As you create your office atmosphere, so will it recreate—or stifle—you. Let each day be a fresh and vital thing, bound to the past but more potent in its influence on the future. Learn concentration, not as a fetich but as a natural consequence of interest in the perpetually shifting panorama of the Job in Front. Be Antaeus, not Atlas. Take an occasional fall out of yourself. For a self-tumble in time saves nine.

A LETTER FROM BIG BROTHER

The following is an actual letter written by a young man in the office appliances field to his younger brother. It was not intended for publication but it contains so much good advice that we asked and were granted permission to publish it.

"DEAR AL:—I have not heard from you since we came back north after Christmas. How are you anyway? Mother mentioned to me in a letter some time ago that you had not passed your examinations in one or two subjects. How did that happen—are they subjects in which you are just naturally not interested and therefore find them hard to learn, or was it because you did not work at them?

"I have found that there are one or two fundamentals which the average boy has to learn before he begins to develop into a successful man. The boy who is now at the age of, say 21, and who is beginning to show some success in his line is the boy who has had these fundamentals hammered into him.

"I think some people lay entirely too much stress, in advising a boy, on the notion that he must select in advance the life work he wishes to pursue. Now in many instances that is no doubt a great help, but it is such a difficult thing to do that lots of boys pick out the wrong thing.

"In most instances it is impossible for a boy at your age to select a line which he knows he will like, and knows it so *well* that he will continue to like it and stick to it. Therefore your success does not depend on selecting some profession or particular line of business, but in learning what the qualities are, which, when expressed in *any* work you happen to be doing, will make that job a success. Now one of these qualities, and the most important one, is readiness to do whatever is necessary, in other words willingness to work at whatever is on tap for today, and then staying willing the whole day. It is not an easy thing to do, but success is sure if the characteristic is adhered to. I am going to illustrate what I mean by explaining a Bible parable which Jesus used and one that I never understood until recently when the truth about it dawned on me. I am positive that the interpretation is correct because there is something that just naturally tells me it is true. You have heard the expression 'I can feel it in my bones'; well, that is the way I feel about the interpretation of this parable. Read in your Bible Matthew 20:1-16. It was always hard for me to see the fairness of this householder, for he paid the men he hired at the eleventh hour the same amount he paid those who had worked all day. It doesn't seem fair does it? Now it must have been fair or Jesus would not have used this illustration. Now why was it fair for those who had worked only one hour to receive the same pay as those who had worked all day? At this point I am going to ask you if you ever hunted a job from early morning until late in the afternoon? I doubt if you have. I remember trying to get jobs one vacation and I went to possibly half a dozen stores and then if I remember rightly I went home feeling positive that no one wanted any help. Maybe you already see the answer to the parable. These eleventh hour men were paid just the same as the other fellows because they had stood waiting for jobs long after there seemed to be any possibility that they would be employed that day. Why, it was their willingness to work, their *eagerness* to find a job, and their perseverance in keeping at the search that entitled them to a full day's wages, and by the way, the coin described in the Bible was worth about seventeen cents. Now, of course, from a metaphysical or religious standpoint these different workmen represent people everywhere, waiting to do God's work and waiting to find God's Truth. Those who, with

hearts open, are earnestly seeking to know God and find the Truth which exists about God will find it and receive their reward, and even though they do not find it until the eleventh hour their reward is the same, if they have been sincere in constantly wanting to get that Truth.

"Then there is also the characteristic of working hard after the work is found. This has been my greatest problem and I am beginning to work out of it, but it is hard to do and requires firm and constant adherence to purpose. It is mostly a matter of learning that laziness does not bring happiness, but that a task well done brings a satisfaction that nothing else can produce. I can see that lots of times I put off an unpleasant job or one that I don't like to work at as well as some other things, and when night comes there is the feeling that I have not done my duty, and that same old unpleasant piece of work is staring me in the face next day, and I am even more reluctant to begin that work the second day than I was the first.

"I don't want to bore you, Al, but I am going to relate a little incident which happened to me about four years ago. Do you remember my ever speaking of Mr. ———? Well, he was just under Mr. ——— as an officer of the ——— Company and I was at the factory for a day or two, and went into Mr. ———'s private office to have a chat with him. He was kind enough on this occasion to tell me something which was hard for me to listen to, and embarrassing likewise. He said: '———, you have done some good work for us, and I hope that you will do more for us in the future. But my "little birds" have been telling me a thing or two about you and I believe I will mention one of these stories a "bird" told me.' (Mr. ——— was great for mentioning his 'little birds.' No matter where he got his information he would always say his 'little birds' told him.) He continued: 'You are just a little bit lazy, my boy, and I want to see you overcome it. The thing you are going to have to fight in order to stamp out this laziness is your natural ability. I can see that you have always been quick to learn, not only when you were in school but since you have gotten into business, and I venture to say that when you were in school you got about the highest grades in your class considering the amount of studying you did. Now it has always been interesting to notice how the fellow who does *not* have so much natural ability, but who works hard for what he gets, in other words the PLODDER, always gets there in the end.'

"You see, Al, I have remembered this interview because Mr. ——— pointed out my weakness in a kind way and because I was impressed with the truth of what he said.

"To sum up this whole letter in a few words, I would say that the qualities for which you should strive every day are, first, eagerness to find something useful to do, and second, determination to work hard at that task, whatever it happens to be, for you will find it impossible always to choose your work. Then, of course, after these desirable characteristics have been uncovered in your thought, and you find them to be a *part of you* and find that laziness is a fraud and a cheater and not really a part of you at all, you will then be ready to reap some reward which is waiting for you just as certainly as it was for those fellows who, even at the eleventh hour, were still eager to find work.

"Your loving brother,

———."

NOTE.—*We fall into error not because good advice is lacking, but from our own inertia or some defect inherent in ourselves—obstacles which frequently might be overcome by some spur to our energy or determination. The physician prescribes in vain when the patient declines to take the dose. But little by little we are coming to sense the practical value—the essential force, of moral principles in all our relations. The major key of the symphony of life, once found, makes all things harmonize.*

MONTAGUE FERRY

Few men have been better fitted by training, hard work and experience for an advertising manager's position than Montague Ferry, whose portrait adorns the oval at the top of this column. Mr. Ferry holds the important position of advertising manager of the Irving-Pitt Manufacturing Company, where the keen, incisive intellect for which he is known finds its appropriate field in designing the advertising, selecting the media, and, through printers' ink, promoting the sale of Irving-Pitt loose leaf devices.

Montague Ferry is a young, wiry man, whose brain and nerves refuse to recognize the word fatigue. He is one of those who works with enthusiasm, concentration and at white heat, and the results of his work are known wherever loose leaf is sold.

Montague Ferry was born in Chicago about thirty years ago. He finished the grade schools, then took a course in the Chicago Manual Training School, spent some time at Northwestern University and finished his school education at the University of Wisconsin. For a time he was reporter on the Chicago Daily Journal, then became connected with the foreign advertising office of the Chicago Tribune. Later he was western manager of various trade publications, sales manager of the National Photograph Company, western representative of Lord & Thomas, western representative of the American Magazine, and, finally, went with the Irving-Pitt Manufacturing Company on January 1, 1915. This training could hardly have been better for the position of advertising manager of a leading loose leaf house had it been selected with that very idea in view. Mr. Ferry as a reporter acquired swiftness and facility of expression and the capacity of using his eyes and all his other senses in gathering impressions of his surroundings. As a member of the foreign advertising staff of the Chicago Tribune he obtained valuable ideas in the advertising field, and sharpened his ideas by his connection with trade publications, whose advertising policies differ from those of the daily press by reason of a different kind of audience.

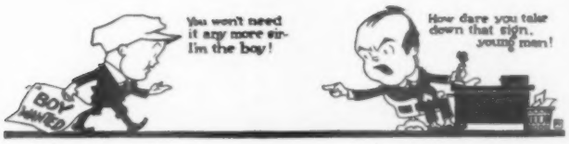
In October, 1907, he married Miss Florence J. Speck of Oak Park. Mr. and Mrs. Ferry have two children, a girl of six and a boy of four. Mr. Ferry is a member of the Rotary Club, is interested in golf and tennis, and is thoroughly convinced that this is a fine old world in which to live.

L. W. JARED

One of the strongest figures in salesmanagerdom is L. W. Jared, who for a number of years has been the sales manager of the American Multigraph Sales Company, having worked up to this important position through the sales department of that company. Mr. Jared is a man of great force and efficiency, albeit he works quietly and makes every move count.

It is interesting to know that Mr. Jared graduated from the railroad business into the office appliances field. Like many other young men from the farm he was attracted by the lure of the railroad, which, to the country boy, is so often the only visible and concrete expression of the power of the big outer world.

L. W. Jared was born in Jasper County, Illinois, in 1868. After a very meager common school education he left the farm at the age of eighteen and worked in a paper mill at Streator, Ill., for two years, learning telegraphy at this time. After becoming efficient in this profession he worked for the C., B. & Q. Railroad Company at various points as telegraph operator and station agent, and at this time he visualized the coming use of the typewriter in connection with telegraphic work, purchasing a machine of the Smith Premier Typewriter Company, and through this purchase became acquainted with the outer edges of the typewriter world. In October, 1895, he quit railroad work and took the plunge as a salesman for the Smith Premier Typewriter Company in connection with the Chicago office. He remained with the Smith Premier as salesman and assistant manager until December, 1902, when he became manager of the Smith Premier Company's Cleveland branch, remaining there for two years, during which time he came in touch with the early developments of the Multigraph. He was so impressed with the future possibilities of this machine that he sought a connection with the company and started as their representative for the western territory, with headquarters in Chicago, in August, 1905. Mr. Jared remained in this position until January 1, 1908, afterward helping to organize and operate the Universal Folding Machine Company for a year and three months, at which time this concern was sold to the American Multigraph Sales Company, with whom he again became identified as division sales manager at Chicago. On December 1, 1909, Mr. Jared went to Cleveland as assistant general sales manager and was appointed general sales manager on May 1, 1910.

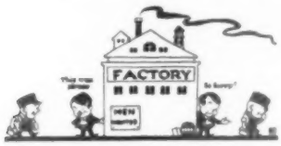


HIRING AND FIRING AS A FINE ART

Not Only an Art, But a Science, Thinks M. W. Alexander, Economic Engineer of the General Electric Company, Who Has the Figures to Prove It—From "The Nation's Business," September, 1916—Decorations by Charles E. Howell.

EVERY employer is familiar with the succession of aggravating experiences that attend the replacement of a trained employe with a new one. Many persons must be examined before one is selected who is apparently fitted for the work; often the recruit proves unfit after he has served a short period, and the program of selection and training must be repeated. In any case there is a great waste of time and energy before the new employe acquires normal efficiency. These difficulties are common in industry and are accepted as a matter of course, every employer expecting that his efforts to maintain production will always be hampered by the necessity of training new help. And while most employers know that the aggravation is great, very few realize that much of it is absolutely unnecessary and that the expense involved is enormous.

It had been obvious to me for some time that much of the hiring and firing of employes was needless and that



the money cost was considerable, but it did not seem wise to make any definite statement without a comprehensive investigation. I, therefore, secured all necessary data for a group of factories for the year 1912, the last industrially normal year in American industry, but confined myself to a single representative industry, in order to simplify analysis of the problem. The facts obtained related to small, medium-sized and large metal-working establishments, all of which operated under normal conditions and maintained practically continuous production throughout the year. The smallest of the factories investigated employs less than 300 persons, while the largest has more than 10,000 men and women on its payroll; the character of the employes ranged from highly skilled to entirely unskilled workers.

These are the amazing figures for this group of twelve factories scattered over six states:

Employes on payroll at the beginning of 1912	37,274
Employes on payroll at end of 1912	43,971
Increase in working force during 1912	6,697
Employes hired during 1912	42,571
Employes hired in excess of required increase	35,874

In other words: In order to maintain a total working force of 37,274 persons and to effect an increase of 6,697, it was necessary to engage 42,571, or about 6½ times as many people as constitute the increase of the working force.

Theoretically, only as many persons ought to have been hired as were needed permanently to increase the force; practical allowances, however, must be made to compensate for the following factors applicable to workers generally. It may be assumed:

(a) That 1 per cent of the regular force of employes under investigation die within a year and must be replaced.

(b) That 4 per cent are incapacitated for work by sickness for more than two weeks and must be replaced temporarily or permanently.

(c) That 8 per cent withdraw from service from whatsoever reason or are discharged in the course of a year and must be replaced.

(d) That 8 per cent of the normal force must be added for temporary work and for normal fluctuations in production.

(e) That 80 per cent constitute a satisfactory efficiency of a hiring department.

It follows, therefore, that without any permanent increase in the working force, 26¼ per cent of the total force would have to be rehired during the year. The same allowances must be applied to the number of employes required to give a permanent increase in the working force.

Applying these factors to the problem in hand we find that the engagement of 13,843 persons, in addition to the 6,697 for permanent increase, or the total engagement of 20,540 persons, would have been justified to cover with-

drawals by death, sickness, resignation and discharge, and to allow for production fluctuations and practical employment results. But 42,571 persons, however, were engaged, or 22,031 above the apparently necessary requirements.

How can this economic waste and its attendant evils be curtailed or avoided in future? This is the important question. Five answers present themselves:

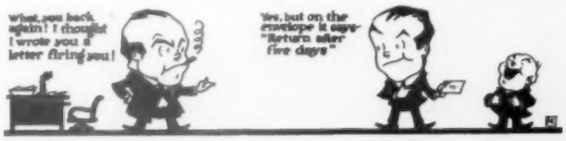
First: An unbiased study of employment and discharge statistics as the basis of remedial action.

Second: High-grade men in charge of hiring departments and clothed with adequate authority. The work of selecting and applying various grades of men with their varying skill and experience, and the task of keeping them contented and efficient in their employment, is second only in importance to management of plant.

Third: Methods for proper guidance and training of employes, both in respect to their technical skill and their personal characteristics. This is a big job for a big-hearted, imaginative, fair and firm superintendent of employment, with a good understanding of human nature. Square pegs must be chosen for square holes; round pegs for round holes. Resourceful transferring of a man found unfit for one job but adapted for another may save the man, prevent delays and waste and build up the prestige of the shop. Firing should be the last thing; fitting should be the important thing.

Fourth: Effective systems of apprenticeship for boys and girls and of specialized training courses for adults. Graduated apprentices are always the most skillful, productive and loyal class of workers; from their ranks are developed the most capable and expert workmen, foremen, superintendents and managers.

Fifth: Efforts to regulate commercial requirements so as to get fairly uniform production throughout the year.



CHICAGO BUSINESS SHOW RECORD SUCCESS

Big Business Efficiency Exposition Brings Bountiful Returns to Exhibitors.

Views of the Burroughs Adding Machine Company's and the Royal Typewriter Company's exhibits at the Chicago Business Show, which in themselves form a fair panoramic view.

THE Chicago Business Show, which opened its doors at the Coliseum on Monday, September 18, and passed into history on Saturday evening, September 23, at 10 o'clock, achieved a record of unqualified success. A representative of Office Appliances talked to all of the exhibitors and failed to find one who was not pleased with the results of the show. One prominent manufacturer went so far as to say that the results were so much beyond their expectations that they had decided to double their space in the New York show in consequence of the phenomenal success they had achieved at the Chicago show. Sales aggregating hundreds were made at the business show by the exhibitors, while prospective customers were secured in larger number than at any previous show. Business men and high executives from large concerns in Chicago and surrounding cities attended the show freely and conferred with the experts there with regard to increasing the efficiency of their office departments, while a number of men from abroad, principally dealers and agents, were among the visitors, inspecting each exhibit with a view to securing lines suitable for distribution in their respective countries. It is a fair statement to say that from start to finish the Chicago business show of last month was the most successful exposition of the kind which has ever been held in Chicago.

The big auditorium was tastefully decorated, the steel girders and beams being artfully concealed with an arrangement of bunting, giving a solid yet artistic effect. On entering the door one was attracted by the brilliantly illuminated auditorium and noticed immediately at the left the comprehensive exhibit of the Burroughs Adding Machine Company, while on the right was the beautiful and well arranged display of the Royal Typewriter Company, at each vantage point of which was an expert salesman who presented the strong points of the machine to anyone who might show an interest. The booth was tastefully decorated, and a corps of young ladies under the direction of Miss M. K. Hastelund, employment manager of the Chicago office of the Royal, ably demonstrated the various models of the machines to interested visitors. The Burroughs booth on the other side of the aisle was likewise a busy place. Here a large corps of young men, salesmen for the Chicago office, demonstrated Burroughs machines to customers. They were assisted by Mrs. Waggoner, an expert accounting machine demonstrator from the Detroit office.

Frank E. Tupper, President, Annual Business Show Company.

It is very pleasing to note that the typewriter companies were perhaps better represented at this show than at any other show in Chicago in recent years. The Remington Typewriter Company occupied the entire north end of the Coliseum with an elaborate display of Remington correspondence machines and Remington-Wahl accounting machines for all purposes. The south end of the Coliseum was occupied by the Underwood Typewriter Company, which showed its interesting Progress exhibit at the east end of the display, while the rest of the space was devoted to speed contests and to demonstrations of Underwood correspondence machines, billing machines, adding typewriters, etc.

It is not unfair to other exhibitors to say that the booth of the Oliver Typewriter Company was, in several respects, the most attractive at the show. While not so large as some of the displays and while the signs and railings were uniform with other booths, the man in charge had worked out a color scheme of orange and black in cushions, settees, hangings and floor coverings which attracted delighted comment from hundreds of visitors. More than one exhibitor was fired with a spirit of emulation, and we expect to see much attention paid to color harmonies at future shows. Young men and young women were constantly in attendance here to attend to the

wants of prospective customers. Another typewriter whose display, although of moderate size, nevertheless attracted much attention, was the Noiseless typewriter, for the first time exhibited in Chicago. This booth was the center of much interest because the Noiseless is all that its name implies, and besides, it is a handsome,

Nathan W. Tupper, Vice-President, Annual Business Show Company.

strongly built, efficient machine. Another large typewriter booth which attracted much attention was that of the L. C. Smith & Bros. Typewriter Company, located near the center of the Coliseum. This booth was tastefully decorated and the demonstrators were constantly busy through the entire week.

In mentioning typewriter exhibits we should not omit the very creditable display of the Rebuilt Typewriter Company, whose booth, efficiently manned, was at all times a busy place. The guessing contest, in which the contestant was supposed to distinguish between a new machine and a rebuilt machine, developed much interest. A full account of this appears elsewhere in this report.

Some idea of the general effect of the show upon the eye may be noted by inspection of the photograph which tops this article. No bird's-eye view of the Coliseum was taken, but the picture above, formed of two photographs, is a fairly good substitute for such an illustration.

It would be impossible to mention all of the many excellent exhibits in this brief introduction. For detailed descriptions we must refer the reader to the small type paragraphs which follow on succeeding pages.

The typewriter contests were of unusual interest. The big contest for professionals, amateurs and novices was held on Monday evening, September 18, at 5 o'clock. The three contests were all started at the same time. W. F. Oswald, an Underwood operator, won the professional contest, writing 132 net words a minute for one hour. The amateur contest was won by Miss Anna Gold, using a Remington typewriter and writing 132 words net a minute for thirty minutes. The novice contest was won by Miss Genevieve Maxwell, an Underwood operator, who wrote 102 words net per minute for fifteen minutes. The first and second prizes in the amateur contest were won by Remington operators. A Noiseless typewriter operator, Thomas Ehrich, who is not unknown to the typewriter speed world, made a creditable record in the professional contest, writing 100 net words a minute. A fuller report of this and other contest events appears elsewhere.

Two contests staged by the Dictaphone Company created much interest, the operators making excellent records alike creditable to themselves and to the Dictaphone system.

Many men widely-known in the field were present at the show, and voiced unanimous approval of the results. Indeed, Chicago has never before held a business efficiency exposition in which such general satisfaction was registered.

The Typewriter Contests.

These contests commenced Monday evening, September 18, at five o'clock, all three beginning simultaneously. The national professional contest was of one hours' duration, the amateur contest one-half hour and the novice contest fifteen minutes. The results were not without features of surprise to those who have been following the records of the speed teams for the last half decade. The records generally were excellent, the winner of the professional contest, William F. Oswald, an Underwood operator, coming within four words per minute of the score made by the international champion at the New York Business Show last year. Emil A. Trefzger and Miss Bessie Friedman tied in the net score for second place, but as Mr. Trefzger's net total of words written was slightly greater than that of Miss Friedman he received second honors. In the professional contest all the entrants were Underwood operators except Thomas Ehrich, who operated a Noiseless typewriter and achieved the creditable record of 100 net words per minute.

In the amateur contest there were a few surprises in store. There were eleven entrants, five of whom operated the Remington typewriter and six the Underwood, Rem-

Prof. J. N. Kimball, Dean of Typewriter Contests, who judged the contests of the Chicago Business Show.

ington operators—Miss Anna Gold and Miss Hortense Stollnitz—taking first and second honors, respectively, with the really remarkable scores of 132 and 129 net words per minute. Miss Gold, the winner of the amateur contest, is by no means inexperienced in contest work, al-

W. F. Oswald, winner Championship Typewriter Contest, Chicago Business Show.

The Misses Anna Gold and Hortense S. Stollnitz, winners of the first and second places, respectively, in the Amateur Typewriter Contest at the recent Chicago Business Show.

though she is only nineteen years of age. She was born in New York and began her work on the typewriter in February, 1913. She made rapid progress, and in April of the following year she entered the amateur contest at the Boston Business Show, where she achieved a net score of 94 words per minute, increasing this score at the American Amateur Championship Contest in Chicago in September of that year to 101. The following month at the International Amateur Championship Contest in New York Miss Gold made a net score of 114 words per minute, increasing this in the Eastern States Championship Contest in Boston the following spring to 121 net words per minute. In October of that year (1915) Miss Gold entered the International Amateur Championship Contest at the Business show in New York, where she again showed substantial progress, making a net score of 125 words per minute. At only one contest in which she has entered has Miss Gold failed to show a record equal to her previous one or a substantial gain over all her former records; this was at the Eastern States Championship Contest in Philadelphia last March, where her net score was 121 words per minute. But at the Chicago Business Show last month she more than made up for this temporary interruption in her consistent record of advancement.

In the novice contest there were five entrants, three of whom operated the Underwood typewriter and two the Remington. The winner was Miss Genevieve Maxwell, an Underwood operator, who made a score of 102 net words per minute for the fifteen minutes during which the contest lasted.

Prof. J. N. Kimball Reviews the Typewriting Contests.

Perhaps more interest was shown in the typewriting contest than has ever been shown in any similar event, save only the international contests at New York. No better place has ever been provided for such a contest. Heretofore a stage has been built for the purpose, and, being a temporary structure, has naturally been a bit "shaky." This year the machines were placed directly on the floor of the hall, giving each contestant plenty of room in which to work and providing a firm foundation for the machines, free from all vibration. The contestants were walled in, and, while far enough away from the audience to be safe from any possible disturbance, yet those who wished to see the experts at work were able to do so. But one improvement could have been suggested, and in fact it was suggested many times—the labeling of each desk with the name of the operator. One could hear from time to time "Which is Oswald?", or "Where is Miss Stollnitz?", "Which is Miss Gold?", and the like, showing a desire to identify the operators, as a rule, for the purpose of studying the position at the machine, the finger action, etc., which are seldom similar in any two experts. Possibly some such means of identification may be adopted in future contests.

The matter used was a "Talk" to the students of Simmons College, Boston, Mass., entitled "Side Paths in the Jungle of Shorthand," and while pronounced "good copy" by all the writers was also classed as somewhat "dry" and a trifle "hard." A close analysis of the book, however, reveals the fact that it averaged well with the aggregate of matter which has been used in contests for the past eight years, being easier than some of the books and harder than others. The figures made by the professionals were some two words per minute less than was prophesied, while the amateurs ran about the same number of words ahead of what was expected, making the professional and amateur figures alike in words per minute. A feature which contributed to this result was that the last half of the book was harder than the first half to the extent of about three words per minute.

And that brings to mind the question which is so often asked, "Is not the vocabulary of the contest books rather small?" The reverse is the case. Ten books of 8,000 words each make 80,000 words. If one has the time and cares to do so he can easily prove to himself that those ten books have a larger vocabulary than any book of 80,000 words he may select, and also a larger vocabulary than 80,000 taken from the editorial pages of enough daily newspapers to make up that number of words. In other words, there are more individual words—different words

—or a larger vocabulary, in ten contest books, than in 80,000 words selected from any single volume (technical matter out of the question, of course) or in 80,000 words selected from the ordinary editorial pages of our daily newspapers, and the vocabulary of any one contest book of 8,000 words will be found to be as large, and as a rule larger, than a similar selection of 8,000 words from either the newspapers or the books of any well-known author.

No; the contest books have no advantage in the way of vocabulary, but they do have, and should have, advantages in such matters as style of type (which has to be read sometimes under trying conditions of light), proper stock (to obviate difficulty in turning pages) and size of page (neither too big nor too small to be handled comfortably). These contests are for the purpose of developing machine speed, and all obstacles of any other character than found in the machine should be, and so far as possible are, eliminated. While the Chicago contest is of secondary interest, as a rule, this year it looms up as strong as an interrogation point. What will the harvest be at New York? is now the absorbing question. It is safe to say that there will be "some work" done in the practice rooms of the various machines before October 16, and thousands of young typists will be eager to turn the pages of the newspapers on the morning of the 17th to find out "Who won?"

The complete official record of the three contests is as follows:

Professional Contest.

Machine.	Name.	Gross.	Errors.	Penalty.	Net words.	Words per minute.
Und.	Wm. F. Oswald.....	8,176	54	270	7,906	132
Und.	Emil A. Trefzger....	7,837	55	275	7,562	126
Und.	Bessie Friedman	7,775	49	245	7,530	126
Und.	J. L. Hoyt.....	7,699	51	255	7,444	124
Und.	Gus R. Trefzger.....	7,862	93	465	7,397	123
Und.	Rose L. Fritz.....	7,633	50	250	7,383	123
Nsls.	Thos. Ehrich	6,326	69	345	5,981	100

Amateur Contest.

Machine.	Name.	Gross.	Errors.	Penalty.	Net words.	Words per minute.
Rem.	Anna Gold	4,084	24	120	3,964	132
Rem.	Hortense Stollnitz....	4,166	58	290	3,876	129
Und.	Bessie Linsitz	3,976	33	165	3,811	127
Und.	Rose Bloom	3,966	41	205	3,761	125
Und.	Geo. Hossfeld	3,820	16	80	3,740	125
Und.	Geo. Gaskill	3,876	28	140	3,736	125
Rem.	Geo. Zeihl	3,718	41	205	3,513	117
Rem.	Adelaide Steinberg...	3,722	46	230	3,492	116
Rem.	James Riordan	3,096	6	30	3,066	102
Und.	L. H. Weisenburger..	3,166	47	225	2,931	98
Und.	Bertha J. Owens.....	2,520	53	265	2,255	75

Novice Contest.

Machine.	Name.	Gross.	Errors.	Penalty.	Net words.	Words per minute.
Und.	Genevieve Maxwell...	1,673	29	145	1,528	102
Und.	Cella Greenburg.....	1,558	32	160	1,398	93
Rem.	Marian Waner	1,526	29	145	1,381	92
Rem.	Helen Adams	1,538	14	220	1,318	88
Und.	Anna Johnson	1,374	18	90	1,284	86

The Dictaphone Contest.

In the amateur Dictaphone typewriting contest which was held on Tuesday evening, September 19, there were eighty-six entrants. The first prize was taken by Miss Irene Steiger, operating an L. C. Smith typewriter and writing 545 words in five minutes after deducting one word for each error. The second prize was taken by Miss Camille Shuttleworth, operating an Underwood typewriter and writing 525 net words in five minutes. The third prize went to Miss Louise Fialla, who operated a Royal typewriter, and wrote 493 words net in five minutes.

While the contest papers were being inspected a number of one minute exhibitions were given, in which Miss Shuttleworth and Miss Fialla wrote 130 and 128 words respectively without error and Mr. Tannenholz, the champion, wrote 141 words with one error.

On Friday evening, September 22, a special contest was held between the Misses Steiger, Shuttleworth and Fialla and L. J. Tannenholz of New York city, who holds the professional championship for this class of typewriting. In the Friday evening contest Mr. Tannenholz successfully defended his title, writing 672 words in five minutes, or an average of 134 words per minute. Miss Shuttleworth was second with 601 words net, or an average of 120 words per minute, and Miss Fialla was third, with 573 words net, or 115 per minute. Miss Steiger was unfortunately indisposed and withdrew from the contest.

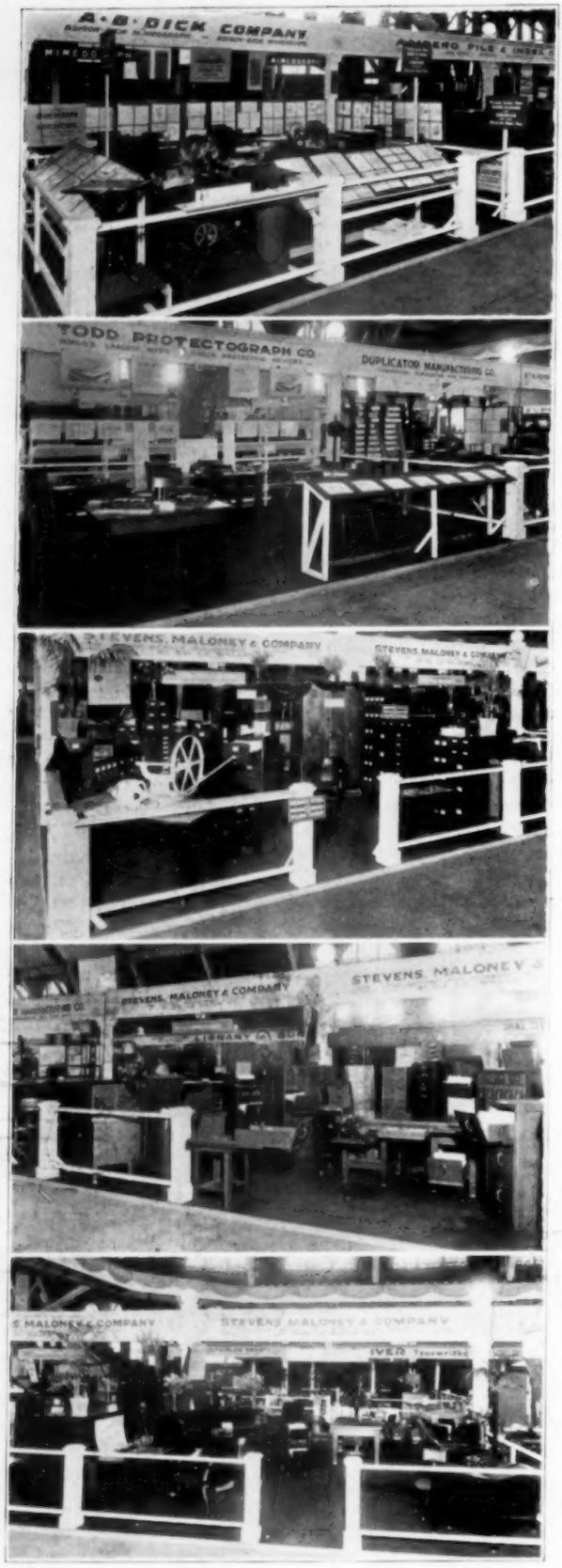
Typewriting from Dictaphone dictation is quite different from copying from printed matter. In the latter case the operator has the advantage of being able to see the spelling and punctuation and can also tell when the end of the line has been reached by folling the copy exactly. In Dictaphone operation, however, the operator must depend upon the context and the inflection of the dictator's voice for the spelling and punctuation. The Dictaphone operator must be alert and must use his eyes, ears, fingers, feet and brains. The Dictaphone Company believes that its demonstrations at the Coliesum effectually proved that a position as Dictaphone operator is certainly not one requiring less skill and intelligence than that of a stenographer. Manager McGrew states that there are thousands of Dictaphone operators in Chicago and else-

Camille Shuttleworth, winner second prize. Dictaphone contest.

Irene Steiger, winner first prize, Dictaphone Contest.

Louise Fialla, winner third prize, Dictaphone Contest.

Photos by Courtesy Chicago Herald.



Booths of the A. B. Dick Company, Todd Protectograph Company, and Stevens, Maloney & Co.

where who have discarded stenography for the Dictaphone and are now earning more money than they earned before.

Rebuilt Guessing Contest.

On Saturday evening at 9:30 o'clock, the Rebuilt Typewriter Company announced the result of its guessing contest, the problem being for the guesser to determine which of two machines exhibited was a new machine and which one a rebuilt, the serial numbers of both having been concealed with paint. The judges of this contest were Evan Johnson of Office Appliances and C. H. Hunter of the Elliott-Fisher Company. N. F. Milnor, general sales manager of the Dictaphone Company, was slated as one of the board of three judges, but was compelled to leave for the East before the contest was concluded. A member of the staff of Office Appliances made the announcement of the contest results and described the exact and careful process through which a rebuilt machine goes before it is offered to the user, making it to all intents and purposes equal in value, endurance and finish to a new machine. The results of the contest were as follows:

Total votes cast	3,425
Votes for No. 2 machine	1,674
Votes for No. 1 machine	1,600
Odd numbers	54
Votes with no number marked	46
Votes marked both rebuilt	38
Votes marked both new	13

A study of the foregoing figures proves that on a percentage basis only 48.8 per cent of the total votes were cast for the new machine. In other words, of every hundred people who stood before the two machines near enough to give them critical inspection, more than half identified the rebuilt machine as the new one and adjudged the new machine to be rebuilt. This has happened every time a contest of this kind has been held, viz., that more than half the people were unable to distinguish between the new and the rebuilt machines, showing that one must really judge by guesswork, since there appears to be no possible means of distinguishing except by the serial numbers, which are carefully concealed. These careful tests show what progress has been made in the manufacture of used typewriters.

Those ballots in which the voters guessed correctly were placed in a box and the announcer thereupon drew five ballots from the box, the fifth one drawing being the winning number, which proved to have been cast by L. E. Hart, 5733 Prairie avenue, Chicago, who was adjudged the winner of a rebuilt machine according to the terms of the contest.

Berger Manufacturing Co. Contest.

At the booth of Stevens, Maloney & Co., in the space devoted to the steel filing cabinets and other steel lines of the Berger Manufacturing Company, a guessing contest was also held, the winner being awarded a Berger four-drawer steel file. A four-drawer filing cabinet was arranged with a mechanical device which drew the drawer out to its limit of capacity and put it in again, repeating the operation indefinitely. The machine started at one o'clock on Monday, September 18, and was kept going continuously during all the hours on which the show was open until 10 o'clock Saturday evening, September 23. The problem was to determine the exact number of times which the drawer would pass in and out during the show. The winner of this contest was A. M. Berland of the Harris Trust Company, Chicago, who was fortunate in computing the exact figures.

THE EXHIBITS DESCRIBED

ADDRESSOGRAPH COMPANY, 901 West Van Buren Street, Chicago, exhibited in booths 29 and 41, three models of Hand Addressographs ranging in price from $27 to $50, and the Tag Addressographs for printing separate tags and tags in gangs. Among the larger machines shown were the Foot-Lever Addressographs and electric and automatic Addressographs. The new F-1 Rotary Platen, Ribbon Addressograph, the Payroll Addressograph, the Automatic Wrapper Addressograph, the Strip Lister machine for publishers, as well as a complete line of Graphotypes for embossing addresses on metal plates were also exhibited.

C. D. Worthington, sales manager, was in charge of the booth, assisted by Frank H. Jordan, W. A. Wike, J. L. Harrington, W. F. Strutz, A. C. Stanfield, S. Harmon, and others.

AMBERG FILE & INDEX COMPANY, Chicago, showed a complete exhibit of the Amberg line of steel and wood vertical filing cabinets in booths Nos. 20 and 21. This exhibit offered a great variety of sizes and styles of cabinets for indexing and vertical filing. The exhibit featured especially the Leader system of indexing vertical files. This system interested all who had the opportunity to see it. In connection with it the Amberg Indestructible metal tip guides were commended. These guides are furnished to fit all sizes of drawers from the smallest card index to the largest file drawers.

T. F. Birmingham was in charge of the booth, assisted by J. B. Carroll, E. H. Drew, W. K. Pleniger, H. J. Terwilliger, J. B. Gallagher, G. S. Eldred, and M. C. Watters. Mr. Birmingham expressed himself as highly pleased over the results of the show. He said the visitors exhibited a higher appreciation of improved office appliances and that the show proves that office efficiency is now regarded as of prime importance.

AMERICAN MULTIGRAPH SALES COMPANY, Cleveland, O., and Lytton Bldg., Chicago, Ill., booth No. 36, exhibited a complete line of Multigraph machines for office printing, circular letter work, etc., also folding machines, including letter folders and the Universal folding machine for more difficult and pretentious work. Exhibitions of office printing and the turning out of duplicate letters, consisting of actual work for customers, demonstrated what the Multigraph does in economizing time in the office. Many remarkable examples of the work of the Multigraph machine were shown.

J. H. Jarrett, manager of the Chicago office, was in direct charge, assisted by service men and salesmen. L. W. Jared, general sales manager of the American Multigraph Sales Company, was present throughout the week, and was much gratified at the results of the show.

AMERICAN VULCANIZED FIBRE CO., 609 West Lake Street, Chicago, Ill., booth No. 91, exhibited the Vul-Cot waste baskets in various shapes and sizes, also the Vul-Cot sanitary white enamel waste basket.

William Maxwell, district sales manager, was in charge of the exhibit, assisted by H. P. Weldon. Mr. Maxwell stated that the Vul-Cot lines are comparatively new to many people, and he found a keen general interest among the visitors to the booth. The show gave good results and a number of satisfactory orders were turned in to dealers. Numbers of good prospects had also been discovered. Many dealers from towns tributary to Chicago visited this exhibit.

AUTOMATIC FILE & INDEX COMPANY, THE, Green Bay, Wis., exhibited the new Automatic and Afico wood-steel lines of filing cabinets, flat-top desks and supplies, upright cabinets, filing desks, desk files, etc., all manufactured by the Automatic File & Index Company of Green Bay, Wis. These goods were shown in a portion of the series of spaces reserved by Stevens, Maloney & Co., whose salesmen and demonstrators assisted C. W. Strauble of the Automatic company in his demonstrations of the company's interesting lines. The new Automatic expanding steel file drawer was one of several interesting features of this exhibit, and was demonstrated in connection with the new ten-roller progressive steel slide which works smoothly, noiselessly and without appreciable effort.

AUTOMATIC PENCIL SHARPENER COMPANY, 1310 Garland Bldg., Chicago, Ill. Here was shown a full line of pencil sharpeners in the following different models ranging in price from $1 to $7.50, including the popular Chicago dollar pencil sharpener, Chicago Giant model, the Junior, the Wizard, the Dexter, the Dandy automatic feed, the Ideal automatic feed and the Climax No. 2.

R. E. Duplessis was in charge of this exhibit, assisted by several salesmen. E. C. Loomis, president of the company, and R. M. Decker, sales manager, were present part of the time during the show.

BARNES & BROS., EDWIN C., 72 West Adams Street, Chicago, Ill. Here the Edison dictating machine was demonstrated under the direction of Edwin C. Barnes and Nelson C. Durand, vice-president of Thomas A. Edison, Inc. A more comprehensive description of this exhibit will be found under the head, "Edison Dictating Machine."

BARRETT CHANGER COMPANY, Chicago, demonstrated the Barrett Changer, a time-saving device for the handling of metal currency. This exhibit occupied a corner in the Stevens, Maloney & Co. booths and the demonstrations were in charge of Paul Barrett, manager of the Chicago sales office of the Barrett Changer Company.

BERGER MANUFACTURING COMPANY, Canton, Ohio. This exhibit, which was a part of the display of Stevens, Maloney & Co., proved to be a most interesting presentation of Berger steel filing cases and other steel equipment. A feature of the exhibit was an indurance test of a Berger steel drawer, which, by means of a mechanical device, was kept running in and out during the six days and nights of the show without any apparent wear on the ball bearings. The test commenced at one o'clock p. m., of Monday, September 18, and closed at 10 p. m. on Saturday, September 23. To the person guessing nearest to the actual number of times the drawer passed through this evolution within the limits specified, Stevens, Maloney & Co. agreed to give a four-drawer Berger steel cabinet. The contest was won by A. M. Berland of Harris Bros. Company, Chicago, who was successful in figuring out the actual number of times the drawer passed in and out.

BRISTOW, FREDERICK, Newark, N. J., occupied booth No. 69, with an interesting exhibit of Bristow Radial Distributors for use in the

Booths of the American Multigraph Sales Company, The Noiseless Typewriter Company, Duplicator Manufacturing Company, The Safe-Cabinet Company, and the American Vulcanized Fiber Company.

distribution and sorting of correspondence. Several models including Models 1, 3, 8, etc., were demonstrated, also the Bristow Portable Distributor, which may be used or outdoor or indoor work as required.

Stanley R. Bristow and Lawrence W. Morrison were in charge of the exhibit and pronounced the show satisfactory in every way.

BURROUGHS ADDING MACHINE COMPANY, Detroit and Chicago. Never was a more complete line of mechanical bookkeeping and figuring machines placed on exhibition than the battery of the newest Burroughs models which greeted visitors at the Burroughs Adding Machine Company's booths during the recent Chicago business show.

Miss Burroughs, looking chic and winsome, was on hand to demonstrate the features of each model. To many who watched Miss Burroughs deftly post ledgers and turn out customers' statements that were marvels of neatness and accuracy, the visible evidence that this work could be done by Burroughs machines far more accurately and with a big saving in time came as a surprise. Both bank and commercial ledger posting were thoroughly explained.

The automatic payroll machine came in for its share of praise from officials connected with concerns having large payrolls. Other models shown included the Automatic Table Machine on which tables of figures are compiled; a Burroughs model, known as the Crane Special, featuring the electric automatic carriage return, used for ledger posting; the high-keyboard multiplying machine for rapid multiplication; the small non-listing calculating machine; duplex machines which "remember" totals; visible machines with the listed figures in plain sight of the operator at all times; and last, but not by any means least, the Duodecillion Machine.

This figuring Leviathan has an adding capacity of forty columns and Miss Burroughs' assertion that no adding machine ever invented would give a total as stupendous—within one of ten duodecillions—was accepted without controversy. One could list the sands of the desert, add the drops of water in the ocean, and count the earth's foliage, leaf by leaf, and still the capacity of the machine would be far from exhausted.

By way of contrast the latest Burroughs model, selling for $125, was shown. This machine has five columns listing capacity and gives a total one cent less than $10,000.00. Built primarily to meet the demands of small retailers' figuring the attention given the model by Business Show visitors presaged great future popularity for this "Baby Burroughs."

A complete survey of the hundred or more Burroughs machines left no doubt as to the sincerity of the assurances of "Miss Burroughs" and her fellow demonstrators that "there is a Burroughs to fit any business."

The exhibit was in charge of Charles Macklin, district manager, J. F. Gillen, Chicago sales manager, and A. S. Herrmann, home office manager. Present from Detroit were Mrs. Waggoner, one of the most expert demonstrators on the Burroughs staff; C. T. Staubach, assistant sales manager; Mr Rinche, of the department of invention, and Ward Gavett. F. H. Dodge, general sales manager of the Burroughs Adding Machine Company, was present during two or three days of the show. Others present at the booth included E. H. Woltmann, W. T. Lightfoot, E. A. Banschbach, C. M. Gray, R. F. Lasenby, R. E. Bell, Jack Earle, Jr., R. K. Crane, M. A. Webber and Messrs. Spaulding and Cook.

The results of the show, according to one of the Burroughs "wheel horses" from Detroit, were very satisfactory, indicating an increased attention on the part of the people to the value of mechanical appliances.

BYRNE PUBLISHING COMPANY, 27 East Monroe Street, Chicago, Ill., booth No. 91, demonstrated the art of Steno-typewriting to crowds of interested spectators. Steno-typewriting uses the regular typewriter for the taking of dictation by means of a predetermined arrangement of letters, or what may be called a shortened method of longhand writing. Demonstrations were made on various standard makes of typewriters. The company also demonstrated the practicability of Steno-typewriting dictation over the telephone. The system is efficient and has been used with good results even in court rooms for the taking of testimony.

H. E. Byrne, president, E. F. Darnaby, E. Tebeau, J. B. Monroe, B. K. Quinn, and Bessie Davidson handled this exhibit with marked energy and ability.

CHICAGO HERALD, Chicago, Ill. Booth No. 35. This booth was equipped with some of the usual paraphernalia for the transaction of work done by a newspaper. A Telautograph was installed in the booth, connected directly with the editorial rooms of the Chicago Herald, throwing on a screen above the entrance to the Coliseum the latest news of the day, baseball news, cartoons by celebrated cartoonists such as De Beck, Charles Ogden, and others.

The booth was in charge of Edward P. Critcher, department manager of the industrial department of the Chicago Herald; Victor B. Baer, local advertising manager; J. R. Harrison, manager advertising service department; George F. Hartford, manager foreign advertising department, and J. B. Hebner of the publisher's office.

The work done by Mr. Critcher and other members of the Herald staff at the show was worthy of all praise. The exhibited energy and enterprise of a high order, and showed how the commercial department of a big metropolitan newspaper ought to be conducted. During the show Mr. Critcher and his corps of able assistants gathered the news of each day, the views of exhibitors and other matters of interest, all of which items were published in the appropriate department of the Herald on each successive morning during the week of the show.

DALTON ADDING MACHINE COMPANY, Cincinnati, O., and Chicago. Booth No. 60. A complete line of adding, listing and calculating machines was exhibited here. This line included machines of three different capacities and nine different models, also several motor-driven machines with the Dalton Automatic Cut-off motor. The attendance at the show was gratifying indeed, and a great number of live prospects were secured for Dalton adding machines. Several direct sales were made at the booth.

James L. Dalton, president of the Dalton Adding Machine Company, and George X. Wendling, general sales manager, spent the latter part of the week at the Dalton booth, which was in charge of W. I. Currie, Chicago district sales agent, assisted by P. N. Sea, J. M. Murray, S. P. Child, I. T. Hedges, A. R. Wehrheim and Miss Davidson.

DICK COMPANY, A. B., 739 West Jackson Boulevard, Chicago, Ill. Booth No. 19. This company, manufacturers of the Edison-Dick line of duplicating devices, exhibited recent models of Edison-Dick Mimeographs, including hand feed and automatic feed features on hand power and motor driven machines. The new Edison-Dick Mimeoscope, an auxiliary device for the production of all manner of autographic stencils for printing on the Mimeograph, was shown, together with a considerable display of the many kinds of work produced by the Mimeoscope process. The Edison-Dick Formograph was also demonstrated. By the use of this device rulings, form work, display headings, etc., are stamped into the stencil, giving the finished mimeographing practically the same appearance as if it were printed directly from type by printers' methods.

This exhibit was one of the most interesting at the show. On the walls of the booth and under transparent celluloid covering an inclined shelf at the front were numerous fine samples of work done with the Edison-Dick Mimeoscope and the Mimeograph. These two devices are one and inseparable for many kinds of work, such as the reproduction of music, maps, drawings, plans, blue prints, mechanical drawings, etc.

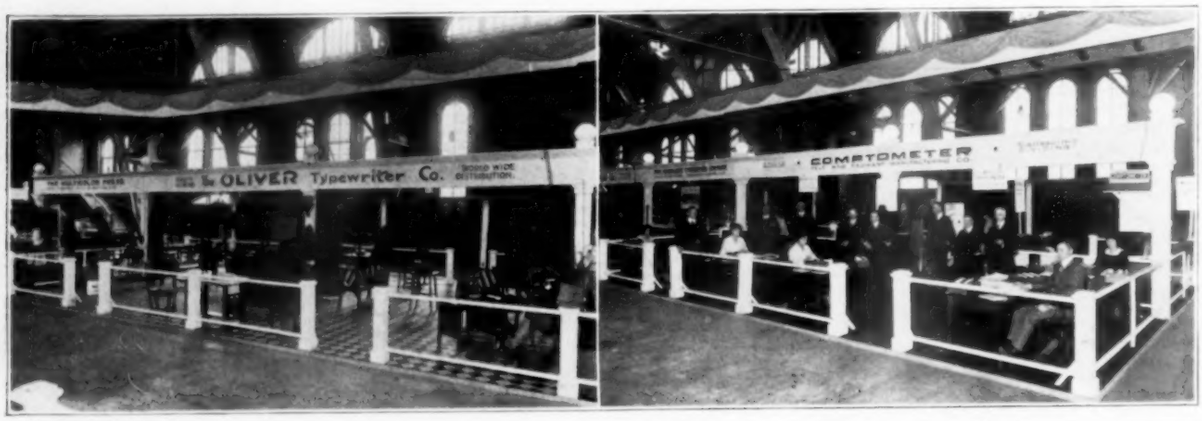
Edward W. Hill was in charge of this exhibit, assisted by his son, Edward F. Hill, and the entire Chicago city sales force of the company. Mr. Hill, who, with his son, will have charge of the A. B. Dick exhibit at the coming New York show, said that the managing heads of many large and representative concerns had visited the booth, manifesting keen interest in the devices and their application. He stated that the results of the show had greatly exceeded the most sanguine expectations.

DICTAPHONE, THE, New York and 12 North Michigan Avenue, Chicago, Ill., occupied booths Nos. 32 and 34, which were so arranged as to accommodate several demonstration stations and a transcribing bureau, constantly at work, giving business men a correct idea of the working out of the Dictaphone system. All of the latest models of the Dictaphone were displayed.

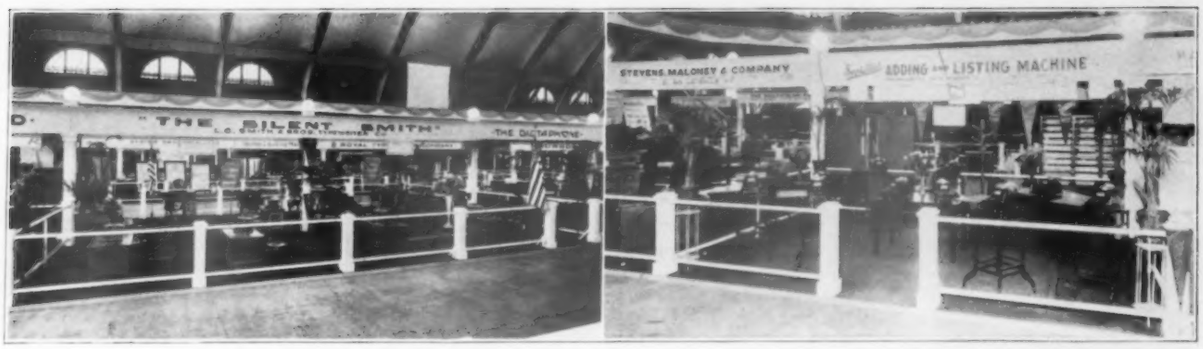
On Tuesday evening there was a Dictaphone-typewriting speed contest, particulars of which appear elsewhere. This contest was open to all Dictaphone operators in Chicago. Three prizes were awarded. An interesting five-minute contest, also described on another page, was staged Friday evening.

A. McGrew, manager of the Chicago office, was in charge of the exhibit, assisted by the entire staff of the Chicago office and by special demonstrators during the evening. N. F. Milnor, general sales manager, came on from New York and was present until Friday, when other business called him home. He pronounced the show the best in his experience.

DUPLICATOR MANUFACTURING COMPANY, THE, 530 South Dearborn Street, Chicago, Ill. Booth No. 27. The regular models of the Commercial Duplicator, together with supplies for this machine, were shown. The "Commercial" is suited to a large variety of purposes where from 75 to 100 legible copies of a writing are required quickly. One of the features of this exhibit was a new machine called the "Copy-Cat," a smaller machine than the regular models, but working on similar



The Oliver Typewriter Company's and the Felt & Tarrant Manufacturing Company's Booths.



The booths of the L. C. Smith & Bros. Typewriter Company and Sundstrand Adding Machine Company.

principles. This machine is intended for users who require a duplicator for a comparatively limited volume of work. Quickness and ease of operation, accurate and perfect registration characterize this as well as all other models of the Commercial Duplicator.

The exhibit was in charge of F. J. Bukowitz, sales manager of the company, assisted by a corps of city salesmen. G. H. Abbott, secretary of the company, and J. J. Flanagan of the factory were also present from time to time during the week. Those in charge of the exhibit stated that many direct sales were made on the new "Copy-Cat" duplicator, the first duplicator to be sold directly over the counter at a business show, it is said. The active business done at the show was very gratifying.

EDISON DICTATING MACHINE, New York, and 72 West Adams Street, Chicago, Ill., booths Nos. 39, 42, demonstrated a complete line of Edison dictating appliances, including the Edison Dictating machine, Edison Transophone and Edison Telescribe. There have been many important improvements in all of these devices, all of which were explained. The Edison Telescribe, whose remarkable work was repeatedly demonstrated by Mr. Durand, is an interesting machine, which was heretofore described in Office Appliances, and has recently been much refined and perfected. The Telescribe machine takes telephone messages direct from the receiver by means of an electrical device which vibrates in unison with the vibrations of the telephone receiver. The tones reproduced are remarkably distinct inasmuch as the needle which makes the impression upon the wax cylinder is operated by a microphone device which amplifies and clarifies the sound which comes from the receiver. It is apparent that the uses of this machine go beyond the receiving of messages by telephone, for it can be employed in taking straight dictation with the lips held several inches away from the mouthpiece of the dictation tube, for such is the sensitiveness of the microphone attachment at the other end of the wire that it will record clearly messages given in an ordinary conversational tone of voice, returning the sound to the transcriber in a clear, loud, distinct tone.

The booth was in charge of Nelson C. Durand, vice-president of Thos. A. Edison, Inc., Orange, N. J., and Edwin C. Barnes, of Edwin C. Barnes & Bros., Chicago. The entire Chicago sales organization was present, including J. D. Pahlman, sales manager of Edwin C. Barnes & Bros.; O. C. Dentzer, A. H. Fulton, K. H. Kammerer, P. L. Gibson, E. C. Borgum, and Willard Krohn. Mr. Barnes pronounced the results of the show to be highly satisfactory.

ELLIOTT COMPANY, THE, Cambridge, Mass., and 259 Monadnock Block, Chicago, Ill., occupied booth No. 48, showing regular models of office addressing machines, particularly the little hand addressor which is primarily the cause for the factory being at present over six weeks behind on deliveries. Nine machines and a complete exhibit of cabinets, trays and different standard typewriters for cutting stencils were features of this exhibit, which was in charge of John Glover, assisted by C. L. Cronan, H. C. Becker and J. C. Cossman.

ELLIOTT-FISHER COMPANY, Harrisburg, Pa., and Chicago, Ill., occupied booths Nos. 31, 43, where they demonstrated the latest thing in bookkeeping machinery. There was a bookkeeping machine to take care of the requirements of retail stores, large or small; a bookkeeping machine for the wholesaler; a bookkeeping machine for the manufacturer; a bookkeeping machine to do bank bookkeeping the way banks want their books kept; a bookkeeping machine for gas, electric, water, and other public service corporations. In addition to the display of bookkeeping machines, there were machines showing the modern way of entering orders, billing, etc.; in fact, a complete and comprehensive system for the keeping of books by machinery down to the last necessary processes.

These machines were demonstrated by capable representatives of the company who have made a thorough study of each particular line of work, and the machines are operated by a corps of experienced operators. The exhibit was in general charge of R. B. Buswell, vice-president of the company, Chicago; C. H. Hunter, assistant general manager, Harrisburg, Pa., and C. J. Bryant, field manager, Chicago, who were assisted by special representatives from the general office of the company, the Chicago field sales force and Elliott-Fisher salesmen and sales agents from a number of middle western cities who were in Chicago to attend an Elliott-Fisher convention during business show week. President G. F. Watt of the company spent the week in Chicago, and was present at times during the show.

ELLIS ADDING-TYPEWRITER COMPANY, Newark, N. J., and 72 West Adams Street, Chicago, Ill., demonstrated a complete line of typewriter adding machines as applied to ledger and statement posting, billing, transit letters, etc. The ledger posting exhibit was particularly interesting, covering duplicate or separate statement and ledger posting with a folder, card or loose leaf system as desired. The display of forms adopted by many users of Ellis machines was an interesting feature. Adding machines, both single and duplex, were shown with special features, such as automatic return tabulating carriage, tally roll device, etc. The machines shown included Model AC Bookkeeper, Model BC and Special Bank Transit Machine with all automatic features, and Model D Visible Duplex with automatic tabulation, item counter and carriage return.

J. W. Lamphier was in charge of the exhibit, assisted by Roy D. Firman and a staff of demonstrators, including Miss Teresa Schwind and Miss Hazel Greenlund.

On Thursday and Friday D. W. R. MacDonald, president of the Ellis Adding Typewriter Company, was among the visitors to the show.

EMBOSO SALES COMPANY, Riggs Bldg., Washington, D. C., occupied booth No. 71, demonstrating the Emboso process, a thermo-chemical method of producing relief printing in embossed and engraved effects in black, colors and gold from ordinary type and cuts, without the use of dies or special plates. The printing at the booth was done on a Multicolor Press and the embossing was done in an Emboso machine, which demonstrated the process of treating by heat and caused great interest on the part of visitors to the booth. Numerous samples of art work done by this process were shown and many examples of the work were given out to visitors.

The exhibit was in charge of Montague Fassett, assisted by Miss Barrington, W. B. Westlake, Washington D. C., and Mr. Armstrong. W. W. Ramer of New York was an interested visitor at this booth during the show.

EVERSHARP PENCIL COMPANY, Peoples Gas Bldg., Chicago, Ill., demonstrated the Eversharp pencils in a corner of the Stevens, Maloney & Co. series of spaces. Many people were interested in the pleasing and practical features of this pencil, and the sales resulting from the exhibit were considerable.

FELT & TARRANT MANUFACTURING COMPANY, 1713 North Paulina Street, Chicago, Ill., presented evidence of the time and labor saving qualities of the Comptometer machine on ledger and trial balance additions, extensions of billing, payroll and inventory, the divisions of percentage and prorating, and the easy and rapid method of subtraction by practical demonstrations of everyday work. A feature of particular interest in this year's exhibit was the new Model F controlled-key Comptometer. The controlled-key represents a notable achievement in safeguarding the operation of the rapid, one-motion, direct-key stroke, upon which rests the Comptometer's reputation for speed, both as an adding and calculating machine.

Many interesting short cuts on problems involving several operations were here demonstrated, and the character and extent of Comptometer instruction service for the purpose of extending the application of the machine were explained to crowds whose numbers and interest daily increased.

The Comptometer exhibit was in charge of W. D. Lawrence, assisted by R. E. Boat, H. L. Carlson, W. F. Clark, W. A. Drynan, C. J. Ellis, A. C. Ferdinandson, O. F. Hammer, W. J. Herman, A. L. Jones, E. Nelson, E. A. Sheffield, H. B. Wolff, P. Zepherin, and the Misses Margaret G. Barrett, Catherine I. Fettell, Ada Mercer, and Constance Wheeler. T. Jay Wright, advertising manager, and other officials of the company were present during the show, whose results the Comptometer people pronounced to be excellent.

FLEXIFILE SALES COMPANY, 327 South La Salle Street, Chicago, Ill., exhibited and demonstrated the FlexiFile filing system, which eliminates the necessity of using the follower block in the files. It is a system which gives great elasticity, at the same time promoting ease of operation. The FlexiFile disc record cabinet was also shown. This cabinet, with its complete and ingenious FlexiFile features, its extension top and its beauty of line and finish, created great interest. A phonograph with a number of fine records sent out its tuneful call from one of these cabinets during the show.

W. W. Parsons, president, FlexiFile Distributing Company of Illinois, E. J. Black, western representative of the Melton-Rhodes Company, and Frank P. Read, president of the FlexiFile Sales Company, were in attendance.

GREGG SCHOOL, 6 North Michigan Avenue, Chicago, Ill., demonstrated the advantages of Gregg shorthand, exhibited work of its students and displayed an up-to-date line of textbooks for use in commercial schools. Speed demonstrations by expert writers of the system were given. A very interesting feature was the taking of dictation by the Gregg system in foreign languages from people in the audience, the writer reading it back to his auditors. At a former show there were twenty-eight different languages dictated in this way.

The exhibit was in charge of Henry J. Holm, manager of Gregg School, assisted by W. D. Wigent and D. C. Brown.

INDEX VISIBLE, Inc., 72 West Adams Street, Chicago, Ill., and New Haven, Conn., demonstrated the Index Visible, a complete and convenient visible card indexing system for the handling of various matters for which drawer filing is commonly used. A feature of the exhibit included numerous photographs of installations of the system among leading industrial concerns. The exhibit was in charge of R. D. Hayes, of New Haven, Conn., general manager of the company, assisted by W. E. Burr, manager of the Chicago office; F. W. Holmes, L. S. Beard, and W. C. Hamilton. The representatives of the company expressed their emphatic satisfaction over the results of the show.

INTERNATIONAL MONEY MACHINE COMPANY, Terre Haute, Ind., and Reading, Pa., occupied booths Nos. 49 and 61, showing a number of pay-roll paying, scheduling, adding, and listing machines, pay-roll scheduling, adding and listing machines, and adding and listing machines—three distinct machines. This was the first time the International Money Machine Company's machines were shown at a business show in Chicago. The International is a pioneer in this particular work, having three machines in one, a machine which adds, schedules and pays, eliminating errors and assuring accuracy and uninterrupted service. Experts have pronounced the International to be a marvel of simplicity and mechanical efficiency. The Model F International machine, which was among the machines shown, is a welcome addition to the equipment of any accountant who wishes to save time, effort and errors in his daily routine. The Model F machine is an adding, listing and pay-roll scheduling machine. Many of the most prominent manufacturing corporations in the United States are daily users of the International series of machines.

The exhibit was in charge of C. B. Munson, sales manager, and Arthur Haynes, distributor of International products in Chicago.

JOSLIN COMPANY, A. D., Chicago, Ill., local agents for the Ideal Stencil Machine Company, occupied booth No. 75, and exhibited Nos. 1, 2, and 3 of the Ideal stencil machine, besides a line of Cosmo time stamps, Garvey inks and fountain brushes and similar devices, all of which are well known to readers of Office Appliances.

J. W. Marsh of the Ideal Stencil Machine Company, Belleville, Ill., was present at the booth during the week of the show, the exhibit being in charge of Mr. Marsh and Messrs. Berglund, Sheras, Briggs, and Zeh of the A. D. Joslin Company.

KALAMAZOO LOOSE LEAF BINDER COMPANY, Kalamazoo, Mich., featured the complete line of loose leaf equipment manufactured by this company, including the Kalamazoo current binders in full pig skin, Russia, and corduroy, pig and corduroy, and full canvas bindings; Style "C" system complete; Kalamazet binders bound in full pig skin, full black seal grain leather and full canvas; Style "B" binders, both flexible and stiff cover, closed and open back, adjustable and fixed capacity in various bindings as above. Style "A" binders were also exhibited in several bindings.

George P. Wigginton, general manager of the Kalamazoo Loose Leaf Binder Company, was present throughout the show and worked industriously for the success of the exhibit, being assisted by the able co-operation of Charles E. Wigginton, manager of the Chicago office; Harry G. North, and Leroy St. John.

This exhibit attracted many people especially those interested in accounting and office detail. The results secured were therefore of a satisfactory character.

KOHLHAAS COMPANY, THE, 31 West Lake Street, Chicago, Ill., demonstrated the Kohlhaas portable and section sight systems of desk reminders, check sorters, etc.; a complete line of special bankers' note cases attached to the Kohlhaas holder; pen extractors, and the following articles in 4x6 and 3x5 sizes: check sorters, petty ledgers, desk reminders, signature files, telephone directory, recipe file, pay-envelope holder, currency holder, bank deposit slip, dental systems and physicians' systems.

The exhibit was in charge of F. J. Kohlhaas, president, who devoted his entire time to dealers, and M. A. Thometz, secretary and manager, who had charge of publicity and information. J. J. Kelly, E. W. Selden, F. E. Bartell, and J. D. Nicklas were also present.

LIBRARY BUREAU, 6 North Michigan Avenue, Chicago, Ill., occupied three booths. At one corner of this space an ideal correspondence filing department complete in every detail was demonstrated. Any firm or individual having had correspondence with the Library Bureau during 1915, might ask to have that correspondence instantly produced, for the exhibit was an actual demonstration of real correspondence filing. Parallel solutions of various filing problems were carried after the automatic, the direct alphabetic, the numeric and the geographic systems of filing. The middle section was devoted to card ledgers both for machine and hand posting. Ledgers were demonstrated in actual use with bookkeeping machines. Much attention was devoted to showing the most efficient means of handling ledgers for hand-posted work and especially the adaptation of the card to savings bank accounts. The remainder of the space was given over to a display of Library Bureau card and filing cabinets in wood and steel.

L. S. Foote was in charge of the exhibit, assisted by a number of salesmen selected from the Chicago sales force.

LINE-A-TIME MANUFACTURING COMPANY, Rochester, N. Y., occupied booth No. 80, which was in charge of J. H. Ruddick, manufacturers' agent of Chicago. Mr. Ruddick exhibited the Line-A-Time family of copyholders, including Models 12, 16, 25, and 32, showing a wide variety of sizes in which this device is made to support any copy from a stenographer's notebook to any size statistical report sheet. The convenience, utility and time saving features of the Line-A-Time copyholder are known to readers of Office Appliances and need not be recapitulated here.

Mr. Ruddick was well pleased with the results of the show, both in point of prospects and direct business.

MABIE, TODD & CO., New York. In this corner of the Stevens, Maloney & Co. series of spaces the Swan fountain pens were demonstrated and sold by members of the staff of Stevens, Maloney & Co.

MELTON-RHODES COMPANY, Inc., Greensboro, N. C., Washington, D. C., and Chicago, occupied part of booth No. 90 in company with the FlexiFile Sales Company. E. J. Black, western representative of the Melton-Rhodes Company, Inc., was in charge and demonstrated the company's widely known wood vertical files in oak and mahogany in various sizes, also the Melton-Rhodes sectional bookcases and stationers' specialties. The company maintains warehouse facilities in Chicago and the city and districts surrounding it are supplied from here.

Mr. Black said that the show was the best he ever attended. On Wednesday evening, in one demonstration, he talked to 155 people. Mr. Black claims to have sold the first order taken at the show. He sold a Melton-Rhodes letter file with FlexiFile inserts to the first man who walked down the aisle on the opening day of the show. He made sales to the first two men upon whom he waited after the show opened Monday.

MODERN METHODS PUBLISHING COMPANY, Detroit, Mich., presented the magazine "Modern Methods," a monthly publication for business men. About 1500 copies of the September number were distributed. The Modern Methods Publishing Company had on exhibit, aside from its magazine, copies of about twenty different books which they use as premiums in connection with their subscription campaigns.

John Ferguson, advertising manager of the publication, was in charge.

MONROE CALCULATING MACHINE COMPANY, 320 West Monroe Street, Chicago, Ill., exhibited the latest type of Monroe calculating machines. Demonstrations showing the application of the Monroe machine to the various kinds of businesses were given by competent demonstrators. The adaptability of the Monroe machine to all kinds of accounting, whether it involves addition, subtraction, multiplication or division, or any combination of these operations, were explained. Four machines were shown.

Henry H. Doty, central division manager, was in charge of the booth, assisted by Mrs. Grace H. Anderson, Miss Alta McMahon and Miss Elaine Knost. G. Stubbs and G. Sanford were also present.

Local Remington people at Chicago Business Show. Manager Barlow, left; W. J. Davis, New York, on the right.

MULTICOLOR SALES COMPANY, 532 McCormick Bldg., Chicago, Ill., booths Nos. 1, 13, exhibited the Multicolor Press, an office printing and duplicating machine which prints either from ribbons or direct from ink in one to three colors in one operation. In order that the Multicolor Press might be seen in action constantly the company arranged to print off actual work for users during the show. A complete line of printing from office forms to half tones was shown. Form letter machines, using both shifting and stationary ribbons, showing complete letters consisting of letterhead, letter and signature in three colors at one impression were among the features demonstrated. Machines were shown particularly for imprint work, demonstrating rapid changes of layout. Machines for the use of two colors, and others for printing by means of printers' ink, were features of the exhibit. Those present at the booth stated that the show had been in every way satisfactory and that many prospects had been registered.

The exhibit was in charge of E. G. Ryan and J. E. Quinn, members of the company. Assisting at the exhibit were: A. B. Weyer, A. G. Houston, J. F. Feightner, W. T. Mertz, and N. James.

NOISELESS TYPEWRITER COMPANY, 253 Broadway, New York, N. Y., exhibited the Noiseless typewriter equipped with carriages of various widths and different styles of type. Arrangements which were made to take care of an unusually large number of people interested in the features of this machine, whose operation is actually noiseless, were not in vain, for the people came and were fascinated by the performance of the machine.

The exhibit was arranged by E. J. Sheehan, general sales manager, and was under the personal supervision of J. S. Mineau, manager of the Chicago office, 490 First National Bank building, assisted by R. D. Aldrich, Miss Margaret Doyle, F. Brunken, G. C. McCullen, and Miss M. Aldrich. Mr. Sheehan was present during several days of the show, returning to New York well pleased with the results.

OFFICE APPLIANCES, 417 South Dearborn Street, Chicago, Ill., kept open house at its booth for all visitors, domestic and foreign, and distributed copies of Office Appliances, the Magazine of Office Equipment, whose service features were fully explained to all comers.

The booth was in charge of Evan Johnson, president of the Office Appliance Company, and a corps of assistants.

OLIVER TYPEWRITER COMPANY, THE, Chicago, Ill., booths Nos. 2, 3, 14, 15. The exhibit of this company included the standard Oliver No. 9, showing the printype feature, also other styles of type, with various lengths of carriages, including interchanging carriage feature, which enables the operator to use long or short carriage on the same

1. Rebuilt Typewriter Company. 2. Kalamazoo Loose Leaf Binder Company. 3. The Kohlhaas Company. 4. Gregg School. 5. Emboso Sales Company. 6. Melton-Rhodes and FlexiFile Sales Company. 7. Shortwriter Company of America. 8. Library Bureau. 9. Henry Sonnenberg. 10. Byrne Publishing Company. 11. International Money Machine Company. 12. Frederick Bristow.

Views of the Remington Typewriter Company's exhibit.

machine. Machines were also shown with billing attachment. Something quite new in point of typewriters was a foot shift device for use with the standard Oliver No. 9. Another feature of interest at this booth was the exerciser, which operates the typewriter at a speed far greater than it is possible for human fingers to attain.

The booth was decorated in orange, combined with the well known Oliver green, the scheme being carried out in detail in furniture and plants. The rich green of the leaves with the glistening colors of the fruit of the orange trees emphasized those qualities of class and distinction for which the Oliver typewriter is famous.

The exhibit was in charge of C. H. Stanley, manager of the Chicago branch office, and members of the local sales organization, with five young lady demonstrators who were present at all times during the show.

PELOUZE MANUFACTURING COMPANY, 232 East Ohio Street, Chicago, Ill., occupied a part of the Stevens, Maloney & Company series of spaces. The exhibit consisted of a line of the well known postal scales and specialties manufactured by the Pelouze Manufacturing Company of Chicago. These goods were successfully demonstrated by members of Stevens-Maloney staff.

POSTAMPER COMPANY, THE, Transportation Bldg., Chicago, Ill., demonstrated a complete series of Postamper stamp affixers and mailing devices. These machines attracted much attention by reason of their many time-saving features in the handling of large quantities of mail, the safeguarding of the postage, etc.

W. C. Bleneman was in charge of the exhibit, assisted by W. P. Arthur and George M. Flaws.

REBUILT TYPEWRITER COMPANY, Chicago, put on a most interesting exhibit of remanufactured typewriters. The booth was in charge of Messrs. Lewis, Carbush, Vacca and F. J. Leeb, who explained to all comers the thorough manner in which used machines are treated in the factory to turn them out so perfect that they cannot be distinguished by appearance or performance from new machines. An interesting guessing contest was staged, the problem being to distinguish a new machine from a rebuilt machine. Particulars of this contest appear elsewhere. W. W. Ramer, president of the Wholesale Typewriter Company of New York, was among the many interested visitors during the show.

REMINGTON TYPEWRITER COMPANY, New York and Chicago. The Remington exhibit extended completely across the north end of the Coliseum. In it were shown Remington typewriters equipped to do every manner of correspondence and accounting work. Upwards of thirty different models were displayed. Among the machines in this exhibit which attracted the most attention were machines for handling way bills, M. C. B. reports, abstracts, and other kinds of railroad work; general ledger posting machines, department store billers, front rail tabulators, check writers, combined check and register writing machines, continuous feed label and check machines, and the Remington Duplex, the machine which adds, subtracts, crossfoots, and tabulates both vertically and horizontally in one operation. There were, of course, the full Remington line of Remington, Smith Premier, Monarch, and Remington Junior correspondence machines displayed as well as the accounting machines mentioned above.

During the show Miss Anna Gold, a member of the Remington speed team, won the national amateur championship writing at the rate of 132 words per minute. Miss Gold with Miss Hortence Stollnitz, holder of the world's novice typist's record of 114 words per minute, gave the Remington two splendid drawing cards and the exhibitions of these young ladies and other members of the speed team throughout the week attracted a tremendous amount of attention. Another big drawing card in the Remington exhibit was the demonstrations and lectures by Mr. Goldblatt and Mrs. Hoyt of the Self-Starting Remington, in which they showed conclusively the time-saving features of this latest exclusive Remington improvement.

Manager Augustus C. Barlow of the Remington Chicago office was the directing genius of the exhibit, and assisted by his entire office and sales staff, handled the throngs that constantly crowded the Remington exhibit.

The Remington exhibit was installed by Mr. W. J. Davis of the Remington Advertising Department, New York.

Francis E. Van Buskirk, vice president and general manager of the Remington Typewriter Company, was one of the distinguished visitors during the show. Mr. Van Buskirk is one of the most widely known typewriter men in the world, and his work has contributed greatly to the advancement of the industry.

ROPP & SONS, C., of Chicago, occupied booth No. 74, with a line of Ropp's Commercial calculators for various purposes. These books included Ropp's Calculator for the Desk, Ropp's Calculator for the Vest Pocket, and Ropp's Price Marking Tables, besides other publications of a similar character.

The exhibit was in charge of C. Ropp, Sr., and his son, Rufus Ropp. The elder Ropp demonstrated various practical systems on a blackboard set up in his booth, and was constantly busy with people interested in business mathematics.

ROYAL TYPEWRITER COMPANY, Chicago and New York, booths Nos. 55, 56, 67, 68. The regular lines of billing and correspondence machines were shown at this booth, likewise a special stencil cutting machine and a check writing machine. The exhibit proved to be very successful in bringing in good business for the Royal. On Friday alone five machines were sold on the floor, while the names of hundreds of prospects were registered during the week. T. K. Simpson, manager of the Chicago office, stated that this was the best show which the Royal Typewriter Company had ever entered. Mr. Simpson himself was in charge of the booth, assisted by salesmen, members of the office staff and a corps of young women demonstrators in charge of Miss M. K. Hasteiund, employment manager.

D. M. Aikire, sales manager of the Royal Typewriter Company, visited the exhibit on the last day of the show, while L. F. Wilson, manager of the Royal supplies department, New York, was present throughout the week. Every demonstration point at the Royal booth was covered by a competent salesman and a good operator. The results of this method were quite beyond expectations. It is reported that over one hundred live prospects were secured in one night besides the outright sales.

SAFE-CAFINET COMPANY, THE, Marietta, O., and 332 South Michigan Avenue, Chicago, Ill., put on an interesting display consisting of Safe-Cabinets, principally the S-Clentest Model, which bears the label of approval and inspection of the Underwriters' Laboratories. An interesting feature of this exhibit was a "museum," consisting of relics of fires, photographs of fire-resisting tests and some of the actual Safe-Cabinets whose fire-resisting properties prove the arguments of the company.

J. P. Sharpe, Chicago manager, was in charge of the booth, assisted by a corps of "safety specialists." R. M. Tussing, assistant sales manager, Marietta, O., was present during the early part of business show week.

SHAW COMPANY, A. W., Kesner Bldg., Chicago, Ill., presented the actual methods of men who make the most money doing what other business men are doing. A special collection of business ideas was explained to visitors at this booth. Those in charge of the exhibit made

Exhibits of Index Visible, Inc., Lineatime Manufacturing Comp any, Telautograph Corporation, Automatic Pencil Sharpener Company and the Stenotype Company.

a special business show offer of a choice of three standard business books with twenty-four issues of System, the Magazine of Business, or Factory, the Magazine of Management, for $5, payable in small installments.

Several live System men were on hand to explain the value of System, the Magazine of Business, Factory, the Magazine of Management, and a variety of business books including the new Automatic Letter Writer and Business Correspondence Library.

SHORTWRITER COMPANY OF AMERICA, 401 Garland Bldg., Chicago, Ill., demonstrated the features of the Shortwriter, a machine which does the work of shorthand. Competent demonstrators and experts were present at the booth all the time and explained the machine and the system to large crowds of interested listeners. J. A. Butler was in charge of this exhibit, assisted by Sam Abelson, Bert Garabant, and others. Officers of the Shortwriter Company were present a part of the time.

SMITH & BROS. TYPEWRITER COMPANY, L. C., Syracuse, N. Y., and 58 East Washington Street, Chicago, Ill., booths Nos. 33, 34, 45, 46. Here were shown the L. C. Smith typewriters for correspondence, abstracting, insurance, railway waybilling and expense billing. The absence of special attachments on this machine for the performance of various kinds of special work was featured. A device which kept the platen of one machine turning constantly, automatically feeding a card through the machine, was a feature which demonstrated the precision of the paper feed of this machine.

E. K. Stephenson, assistant sales manager, and N. Edwards, Jr., local manager, were in charge of the exhibit, assisted by H. S. Gilbert, city sales manager; Miss C. H. Smith, department manager, and the following salesmen: E. B. Linstrom, F. A. Ivack, W. C. Lothrop, P. L. Livingston, E. A. Schiermier, J. M. Stum, R. R. Clegg, L. Lester, G. Poyer, H. W. Thompson, R. Teeter, R. H. Davidson, M. E. Davidson, and J. C. DeLisle.

E. K. Stephenson, New York, assistant sales manager of the company, stated: "We are more than pleased with the results from our exhibit. This is our first experience with business shows in the west, and we have found prospective customers right and left."

SONNENBERG, HENRY, 1725 South Wabash Avenue, Chicago, exhibited in booth No. 75 his double removable tympan bale for job presses. This is a "make ready saver"—a time-saving device for printers—which enables the pressman to take off one job and put it on again without spending time for make-ready. By the use of this device the make-ready on a given job is preserved and may be slipped on the press in about two minutes so that it will absolutely register with previous impressions.

H. G. Sonnenberg and Miss Hackett were in charge of the exhibit. They reported that visitors were much interested in the device.

STENOTYPE COMPANY, Indianapolis, and 220 South State Street, Chicago, Ill., gave convincing demonstrations of the Stenotype, the machine way in shorthand. In connection with the Stenotype machine, which was exhibited by experts in its operation, a number of instruction books in Stenotypy were shown. Free reading lessons and free trial instruction were given during which interested crowds of people thronged the space on two sides of the booth.

The following persons were in charge: A. V. Cooper, manager Chicago office; W. F. Teer, assistant manager, Chicago office; Miss Gladys Lundy and Miss Ila Hock.

STEVENS, MALONEY & COMPANY, 21 South La Salle Street, Chicago. This house occupied four booths showing the different lines for which they are exclusive agents, carrying full lines of all goods shown for immediate delivery. They exhibited Cutler desks, flat and roll top, tables, and the new Efficiency desk and Efficiency Interchangeable sections for pedestals, in the regular and special lines. The lines of the Automatic File & Index Company were also exhibited and the steel lines of the Berger Manufacturing Company of Canton, Ohio. An interesting feature of the Berger section was a four drawer cabinet, one drawer of which was attached to a power machine which drew the drawer out and put it in again continuously throughout the show. A contest was arranged, the problem being to determine how many times the drawer passed in and out from the opening of the show until its close at ten o'clock Saturday night. The name of the winner of this contest is given in another part of this report. The Stevens, Maloney exhibit also included the Eversharp pencil and the scales of the Pelouze Manufacturing Company, besides the Uhl typewriter cabinets, chairs, etc. The company reported a fine business at the show.

The exhibit was in charge of William R. Conner, assisted by La Motte Atwood of the furniture department, C. W. Straubel of the Automatic File & Index Company, Ray Eichenlaub of the Berger Manufacturing Company, and others.

SUNDSTRAND ADDING MACHINE COMPANY, Rockford, Ill., and 110 S. Dearborn Street, Chicago, Ill., booth No. 39, exhibited ten models of the Sundstrand Portable Adding and Listing machine, including several electrically operated machines.

E. E. Noell and O. S. Banschbach were in charge of the booth, assisted by R. C. Dockery and Misses Rogers, Carter, Harmon, and De Baets. Those in charge of the booth stated that some good sales had been made and that many prospective customers had been secured.

TELAUTOGRAPH CORPORATION, 189 West Madison Street, Chicago, Ill., showed an intercommunicating Telautograph system connected with a Telautograph in the balcony over the main entrance and another Telautograph in the Chicago Herald booth. A large screen on the balcony over the main entrance was used by a high-power Telautograph stereopticon to flash messages and news bulletins before the audience. The bulletins were written in the Herald booth and appeared instantly on the Telautograph in the balcony.

District Manager J. V. Mitchell was in charge, assisted by H. B. Smith and N. E. Terry, salesmen, and C. H. Jackson, A. K. Sparks, C. E. Erickson, and C. A. Whittingham, technical men.

Views of the booths of the Underwood Typewriter Company.

TODD PROTECTOGRAPH COMPANY, Rochester, N. Y., and Chicago, exhibited four styles of machines including the famous old Todd Protectograph limiting line machine. The other machines were the Todd Protectograph check writer, the Peerless check writer and the Simplex check writer.

The exhibit was in charge of Hutchinson & Gerak, Chicago representatives of the Todd Protectograph Company, assisted by C. C. Weidler, G. C. Farnstadt, J. Vandervoort, R. V. Andrus, Albert J. Schlorch, B. Pushnell, E. M. Lamson, A. T. Stewart, and Mr. Allman of Cincinnati. Those in charge of the exhibit said that business during the show was in every way satisfactory.

TOLEDO METAL FURNITURE COMPANY, Toledo, O., exhibited the Uhl steel typewriter desks at the series of spaces reserved by Stevens, Maloney & Co., who are Chicago distributors for this unique and useful line. Readers of Office Appliances are familiar with the appearance and the main features of this line of cabinets.

TRINER SALES COMPANY, Chicago, occupied booth No. 79 with a fine exhibit of the products of the Triner Scale & Manufacturing Company, for whom they are selling agents. Parcel post scales such as are so frequently seen in postoffices, postal scales, etc., were the features of this exhibit, which was in charge of J. J. MacDonald and Emil F. Smrz, both of whom were delighted with business booked and in prospect as a result of the show.

The machines shown included the Triner "Allsteel" beam platform, parcel post, or shipping room scales, 59,300 of which are in use by the United States government; the Triner Peerless "Allsteel" automatic parcel post scale, and other similar devices.

UNDERWOOD TYPEWRITER COMPANY, New York, and 37 South Wabash Avenue, Chicago, occupied the entire space at the south end of the Coliseum, where the exhibit of correspondence typewriters, adding typewriters and bookkeeping machines was one of the most complete and highly interesting displays ever featured by this company. At the eastern end of the exhibit was the Underwood Progress booth, a patented exhibition whose interesting features never failed to attract as many people as could crowd into the space reserved for spectators. The progress of writing and bookkeeping were pictured here by dissolving views beginning with the ancient bookkeeper on his high stool using a quill pen by the light of a candle, thence down through the years to writing

of correspondence on an Underwood machine by a speed operator under the rays of an electric light and the keeping of books on an Underwood bookkeeping machine in similar convenient surroundings. The Progress show always closed with a view of the immense factory of the Underwood Typewriter Company at Hartford, Conn. The people shown in these views are real, the machines are real and the operations are actually done at the time the audience is viewing them, and many people are puzzled as to how the effect is accomplished.

At the west end of the exhibit the speed experts of the company held forth, giving daily demonstrations of the wonders which can be performed in writing at high speed on the typewriter. Thousands of people watched these demonstrations during the show.

The exhibit was under the direction of J. E. Neahr, general sales manager of the Underwood Typewriter Company. Mr. Neahr was present during several days of the show. He was assisted by G. W. McClellan, manager of the Chicago branch, and a large corps of salesmen who will be present in relays on the following days: Monday—Messrs. Culpeper, Ryan, Roberts, Alward, King. Tuesday—Hardman, Culpeper, Norden, Mowers, Jochmus. Wednesday—Babcock, Simmons, L. A. W. Johnson, Landgraf, Wright. Thursday—Ryder, Schnake, Culpeper, A. W. Morf. Friday—Buckley, King, Shifflette, R. V. Johnson, Losch. Saturday—Morrow, Stoll, Simmons, Alward, A. L. Morf. Every afternoon and as many evenings as possible—Cochrane, King, Kluge, Arndt, Culpeper.

The Underwood speed operators who were present during all or a part of the show included the Misses Margaret B. Owen, Bessie Friedman, Rose L. Fritz, Bessie Linsitz, Rose Bloom, Bertha J. Owens, Genevieve Maxwell, Celia Greenberg, and Anna Johnson, and Messrs. W. F. Oswald, Emil A. Trefzger, Gus. R. Trefzger, J. L. Hoyt, George Hossfeld, George Gaskill, and L. H. Weisenberger.

CAUGHT ON THE FLY AT THE COLISEUM

J. E. Neahr, general sales manager of the Underwood Typewriter Company, is an occasional quiet joker. One evening during the business show he took six guests to dinner at the Annex. When they filed past the hat stand it happened that no one was there to take care of hats, so the general sales manager himself stepped behind the table to hang up the headgear. As he finished the young woman in charge returned with apologies for her absence. "That's all right," replied the g s. m., "but I shall expect you to divide the tip with me." "It's a bargain," answered the girl. "We'll go fifty-fifty." When, after dinner, hats were handed out to his guests, Mr. Neahr took two quarters from his vest pocket and remarked to the young woman: "The tip on this transaction was half a dollar. As we are going fifty-fifty, here is your quarter, and"—dropping the other quarter into his pocket—"here is mine." And the deal was satisfactory all around.

* * *

Edmund Jackson of Fulton, Illinois, a young man of 63 years, favored the Office Appliances booth with a visit and, before being seated, favored us with a subscription. Mr. Jackson was established in the stationery business in central Illinois for years, but not very long ago he retired. However, as he puts it, "I got tired of waiting for the old man with the scythe to come around," and now he is traveling through a part of the Middle West selling stastationery specialties.

* * *

During the week of the business show the Chicago pencil sharpener, made by the Automatic Pencil Sharpener Company, was well displayed in Chicago stationery stores, including four of the Horder stores, Cameron, Amberg & Company, Geo. E. Cole & Co., and S. D. Childs & Co. During the week after the show the Chicago sharpener was displayed prominently by Stevens, Maloney & Co. The Automatic Pencil Sharpener Company had a booth at the business show, but referred all retail inquiries to the dealers.

* * *

A number of gentlemen from abroad visited the business show. Office Appliances' register shows the names of the following: L. A. Jacobsen, Wellington, New Zealand; George M. Jacoby, Dundurn, Sask., Canada; S. I. Arnopolin, Kiev, Russia; Geo. C. Carter, Todd Protectograph Company, Sydney, Australia; Carl Lamm, Stockholm, Sweden, and G. A. Fox of the Office Appliances Company, Ltd., Wellington, New Zealand.

* * *

Frank P. Read, president of the FlexiFile Sales Company, had a little concert all his own at the FlexiFile booth. Mr. Read exhibited for the first time a phonograph, designed by himself, that plays all records and has the FlexiFile feature, which takes care of records in numerical and alphabetical order.

* * *

"Doc" Thometz of the Kohlhaas exhibit claims the honor of making the first sale at the show. Five minutes after the doors were opened on Monday "Doc" closed an order for a Kohlhaas check sorter.

* * *

This is the appropriate place to register the claim of E. J. Black of the Melton-Rhodes Company for the honor of having made the first sale at the Business Show. Black was in the crow's nest at the FlexiFile booth when the doors opened at one o'clock on Monday. Down the aisle came a stocky man with his wife on his arm. Black slid to the main deck, manned the rhetorical guns and sold the gentleman a Melton-Rhodes letter file with FlexiFile inserts. He declares this could not have been more than four minutes after the opening of the show. Mr. Black, having disposed of one customer, turned immediately to another, to whom he also made a sale. If anyone has a better record than this for a flying start E. J. would like to know it.

* * *

Wednesday afternoon Office Appliances learned that one of its special solicitors had secured a subscription from an office special man located in Sydney, New South Wales. With no idea of how the man looked, an Office Appliances man set out to find him. He found two other Australians on the floor, but neither was the right man. The search was continued, however, and the quarry was found just as he was about to leave the Coliseum. Three Australian dealers and two from New Zealand attended the show during the week, and all of them read Office Appliances regularly. Just as the above lines were taken from the machine the writer turned around to see another Australian, representative of a Melbourne business man looking for new agencies, enter our booth for a short visit.

* * *

If Art King of the Underwood Company ever wishes to leave his present position, there is surely a place awaiting him with Barnum & Bailey's or Ringling's circus as chief announcer in the "Big Top." Art kept the crowds that surged around the "Progress" exhibit vastly amused and entertained by his clever lecture on the changing scenes that told the story of progress from the quill pen to the modern Underwood typewriter.

* * *

Sales Manager McDonald of the Triner Scale Company said he thought seriously of staging a fox trot in

front of his booth on the opening day, in order to attract the crowds, but changed his mind later when the visitors nearly swamped the exhibit to see the new model Parcel Post Scale that has been adopted by the government.

Paul Barrett of the Barrett Changer Company styles himself "the shrinking violet" on account of the narrow space in which he worked at Stevens, Moloney & Co.'s booth, but we noticed that Paul bloomed like a sunflower when it came to extolling the good points of the Barrett change machine.

* * *

Some of the out-of-town visitors to the Business Show included the following: Francis E. Van Buskirk, vice-president and general manager, Remington Typewriter Company, New York; J. E. Neahr, general sales manager, Underwood Typewriter Company, New York; Frank G. Bolles, Russia Trade Corporation, New York; Rupert H. Greenlaw, the Telemeter Company, New York; Will A. Beach, Will A. Beach Printing Company, Sioux Falls, S. D.; F. E. Walsh, special representative, Boston Specialty Corporation, New York; Mr. Collinson, the Taft-Peirce Manufacturing Company, Woonsocket, R. I.; W. E. Brittain, railroad representative, Royal Typewriter Company, Pittsburgh, Pa.; G. F. Watt, president and general manager, the Elliott-Fisher Company, Harrisburg, Pa.; C. H. Hunter, assistant general manager, same company; Nelson C. Durand, vice-president, Thomas A. Edison, Inc., Orange, N. J.; James L. Dalton, president, Dalton Adding Machine Company, Cincinnati, O.; Geo. X. Wendling, general sales manager, Dalton Adding Machine Company, Cincinnati; L. W. Jared, general sales manager, American Multigraph Sales Company, Cleveland, O.; E. K. Stephenson, assistant general sales manager, L. C. Smith & Bros. Typewriter Company, Syracuse, N. Y.; Walter B. Peabody, Boston Index Card Company, Boston, Mass.; A. E. Roberts, Corona Typewriter Company, Detroit; George P. Wigginton, general manager, Kalamazoo Loose Leaf Binder Company, Kalamazoo; Martin J. Bacon, Felt & Tarrant Manufacturing Company, Seattle; E. O. Lutweiler, Union Typewriter Exchange, St. Louis; E. W. Coppage, Joliet; Lyall D. Calvin, Boyd's, Muskegon; Frank M. Robinson, St. Louis; Arthur Collins, St. Louis; Frank Dorian, general manager, The Dictaphone, New York; N. F. Milnor, sales manager, The Dictaphone, New York; W. W. Ramer, president and treasurer, Wholesale Typewriter Company, New York; W. B. Westlake, secretary and treasurer, Emboso Sales Company, Washington, D. C.; J. W. Marsh, general sales manager, Ideal Stencil Machine Company, Belleville, Ill.; Gus Vogel, New York; Stanley R. Bristow, Bristow Radial Distributors, Newark, N. J.; W. J. Utech, Milwaukee; Peter L. Waters, Remington Typewriter Company, New York; D. M. Alkire, general sales manager, Royal Typewriter Company, New York; F. H. Dodge, general sales manager, Burroughs Adding Machine Company, Detroit; C. T. Staubach, assistant sales manager, Burroughs Adding Machine Company, Detroit; D. W. R. Macdonald, president, Ellis Adding Typewriter Company, Newark, N. J.; R. D. Hayes, general manager, Index Visible, Inc., New Haven, Conn.; E. J. Sheehan, general sales manager, Noiseless Typewriter Company, New York; R. M. Tussing, assistant sales manager, Safe Cabinet Company, Marietta, O. O. P. Judd of the Judd Typewriter Exchange of Indianapolis was a visitor at the Business Show on Tuesday, Sept. 19. Mr. Judd was one of the first men to handle rebuilt and second-hand typewriters in the capital city of Indiana. F. S. Timmins of the Timmins Stationery Company, Elkhart, Indiana, accompanied by Mr. Forman of the same firm, also attended the Business Show on Tuesday.

The Coliseum where the Business Show was held.

* * *

For a while H. E. North, who is busy most of the time taking orders for Kalamazoo loose leaf binders, had the distinction of being the tallest man in the show. But that honor passed on to Charles Styler, of the Imperial Methods Company. Styler is one of the tallest men of Chicago, reaching somewhere under ten feet. In talking to Mr. Styler, Mr. North found it necessary to look up considerably.

* * *

Edward Dick of Newhall-Smith Company, Chicago, probably was the smallest in stature of all who attended. He would not have much trouble hiding behind a chair, but in spite of his height—or lack of it—he manages to turn in large orders for Eversharp pencils and Boston fountain pens.

* * *

"Uncle Josh" Hobbs, who for many years has been selling the products of the Southworth Company, remarked facetiously to Harold Struble that Eberhard Faber pencils were the cheapest on the market. Struble came back instantly with the reply: "Yes, so they are, in the long run."

* * *

Charles P. Mueller, of Dixon's Chicago office, paid a visit to the Office Appliances booth. He noticed that we had eight or nine salesmen busy and left pencils enough to supply them for the week. No doubt they contributed to our unusual success in getting new subscribers.

FRANCIS E. VAN BUSKIRK

First President of the Newly Formed American Association of Office Appliance Manufacturers, and Vice President and Domestic Sales Director of The Remington Typewriter Company

IN electing Francis E. Van Buskirk, vice-president and domestic sales director of the Remington Typewriter Company, as president of the newly-formed American Association of Office Appliance Manufacturers, the members of this association made a most felicitous choice. While Mr. Van Buskirk's many friends are congratulating him upon having received this well deserved honor, we feel that the Association itself is to be congratulated on having secured the services of Mr. Van Buskirk as its first president.

Mr. Van Buskirk today is one of the leading and representative figures in the typewriter industry and his long and meritorious record in the Remington service has given him a knowledge and experience in typewriter matters which few men have equaled and none have surpassed. Although Mr. Van Buskirk's entire career as a typewriter man has been devoted to the service of the Remington Typewriter Company, he is known for his broad interest in the office appliance industry as a whole, and he is, therefore, an excellent man to represent the community of interest among office appliance manufacturers.

Mr. Van Buskirk was born in Bloomington, Ill., and he entered the typewriter business on the soil of his own native state. This was more than twenty-five years ago, during which time he has advanced step by step from the position of salesman on territory to the important office which he now holds. And it was characteristic of him that each job he got he filled to overflowing, thus assuring, even compelling, his promotion.

As a Remington salesman in Chicago he was a success, which success he repeated as district manager of the Remington Typewriter Company in Omaha. Mr. Van Buskirk's next assignment was to the managership of the Remington office at San Francisco. This was in the late nineties and the territory under the control of the San Francisco office at that time covered the entire Pacific coast. It was a big territory in acreage with unrivaled opportunities for Remington expansion for the man who was able to make the most of them. Mr. Van Buskirk proved to be that man and his work on behalf of the Remington Typewriter Company on the Pacific slope constitutes one of the greatest triumphs of his career.

Francis E. Van Buskirk, vice-president and general manager Remington Typewriter Company, and president American Association of Office Appliance Manufacturers.

In 1902 Mr. Van Buskirk was appointed Remington branch office manager in Chicago, succeeding that dean of branch office managers, Silas W. Crandall. The splendid results which Mr. Van Buskirk obtained in Chicago led in due course to his promotion to an important executive position at the Remington home office in New York which was followed by his election as secretary of the company in 1907, succeeding the late Howard B. Wilson.

Subsequently he was elected general manager. In March, 1912, at the time of the consolidation of the sales forces of the Remington, Monarch and Smith Premier, Mr. Van Buskirk was elected a vice-president and domestic sales director of the greater company, which position he now holds.

In his hours of recreation, Mr. Van Buskirk is known as an enthusiastic devotee of the motor boat; he was recently elected commodore the the Belle Harbor Yacht Club of Rocakway Park, L. I.

NEWS AND MISCELLANY

PRESENTING THE IMPORTANT NEWS OF THE MONTH WITH AN INTERESTING REPORT OF THE NOTABLE ACTIVITIES IN EVERY SECTION OF THE FIELD

Office Appliance Manufacturers Form Organization.

A new organization styling itself the National Association of Office Appliance Manufacturers was formed on Wednesday, September 20, at the Hotel Sherman in Chicago. Twenty-seven of the leading manufacturers of devices used daily in the business office were invited to attend this meeting. About eighteen responded to the invitation and a tentative organization was formed. Those eligible to membership in the organization are home-office sales executives of concerns who sell all of their goods to consumers directly, and have national distribution. Every firm represented in the organization is a national advertiser.

The objects of the association as set forth in the bylaws are: 1. To form among the members a closer acquaintanceship and encourage mutual confidence and helpfulness. 2. To foster a high standard of dealing between members and with the public. 3. To discourage unfair methods of competition and eradicate evils connected with the business. 4. To promote uniformity in business methods. 5. To encourage the highest class of salesmanship based on real service to the customer and to the house. 6. To study and, as far as possible, standardize the problems of sales management.

F. H. Dodge, vice-president, American Association of Office Appliances Manufacturers.

The purpose of the association is much broader than that of a Rotary club, for it will deal with the problems which arise in the manufacturing and selling of goods in practically every line of the office appliances industry. The scope of the organization is far reaching, and its possibilities are enormous. Indeed, it is felt that only through some such central organization of office appliances manufacturers can the problems in the manufacturing and selling departments of this trade be adequately studied and solved. As one prominent sales manager put it, "I have my own problems with which to deal, but I like to hear the difficulties which the other fellows encounter, because their ideas may help me to overcome some of my own obstacles. Likewise, discussions between allied members of the organizations may bring up methods and ideas that will be of advantage to others quite out of the direct line of the discussion. For instance, we all know that in the typewriter field there are some difficulties which have grown up from year to year and which the typewriter companies hesitate to take the initiative to remedy. If the initiative could proceed from some such organization as this and a full and free discussion of these abuses be staged, we believe that much good might be done. The same idea applies to all the other lines which are represented in the new organization.

The following officers were elected for the ensuing year: F. E. Van Buskirk, vice-president Remington Typewriter Company, New York, president; Frank H. Dodge, general sales manager Burroughs Adding Machine Company, Detroit, vice-president; William A. Vawter II, secretary and treasurer of the Baker-Vawter Company, Benton Harbor, Mich.

The directors include the foregoing officers and H. K. Gilbert, assistant to the president of the Oliver Typewriter Company, Chicago; J. C. Nevins, general sales manager, Felt & Tarrant Manufacturing Company, Chicago; C. H. Hunter, assistant general manager The Elliott-Fisher Company, Harrisburg, Pa.; W. K. Page, sales and advertising manager, Addressograph Company, Chicago.

The attendance at the Chicago meeting embraced Addressograph Company, Chicago, W. K. Page, sales and advertising manager; American Multigraph Sales Company, Cleveland, L. W. Jared, general sales manager; Baker-Vawter Company, Benton Harbor, Wm. A. Vawter, II, secretary and treasurer, A. R. Kneibler, general sales manager; Burroughs Adding Machine Company, Detroit, E. P. Staubach, assistant general sales manager; The Dictaphone, New York City, N. F. Milnor, general sales manager, Frank Dorian, general manager; Elliott-Fisher Company, Harrisburg, C. H. Hunter, assistant general manager; Felt & Tarrant Manufacturing Company, Chicago, J. C. Nevins, general sales manager; Library Bureau, New York, N. Y., E. G. Kingsley, assistant general sales manager; Kalamazoo Loose Leaf Binder Com-

J. C. Nevins, a director of the association.

C. H. Hunter, director of the association.

H. K. Gilbert, director of the association.

pany, Kalamazoo, Mich., George P. Wiggington, general manager; Oliver Typewriter Company, Chicago, H. K. Gilbert, assistant to president; Remington Typewriter Company, New York, F. E. VanBuskirk, vice president; Stromberg Electric Company, Chicago, E. D. Payne, vice-president; Tabulating Machine Company, New York, G. W. Spahr, sales manager; Yawman & Erbe Manufacturing Company, Rochester, H. L. Smith Chicago, sales manager, representing Charles Slemin, sales manager; Safe-Cabinet Company, Marietta, Ohio, R. M. Tussing, assistant sales manager.

The following committee was appointed to prepare the program for the convention of the association to be held in New York City this month at the time of the annual

W. K. Page, a director of the association.

business show at the 69th Regiment Armory: George P. Wigginton, general manager of the Kalamazoo Loose Leaf Binder Company, Kalamazoo, Mich., chairman; N. F. Milnor, general sales manager of the Dictaphone Company, New York, and C. E. Steffey, assistant general sales manager of the National Cash Register Company.

The meeting will be called Tuesday, October 17, at 9 a. m., at a hotel which will be announced later.

Dictaphone Men Hold Meeting in Chicago.

On Tuesday and Wednesday, September 19 and 20, a number of Distaphone representatives from other cities were brought together in Chicago for a sales conference. Those present included the following:

E. N. Price, Pittsburgh; C. A. Thompson, Detroit; R. J. Hannibal, Grand Rapids; G. B. Stacye, Cleveland; F. J. Clark, Indianapolis; F. L. Scott and C. V. Scott, St. Louis; B. J. Noonan, New Orleans; C. F. Heminway, Dallas; J. H. Best, Kansas City; H. R. Peterson, St. Paul; W. C. Hubbard, Minneapolis; W. F. R. Mills, Jr., Denver. There were also present N. F. Milnor, general sales manager, New York; Frank Dorian, general manager, New York, and H. A. Yerkes, central district manager, Chicago.

Among distaphone dealers or distributors under the Chicago office, the following were in that city during business show week:

H. C. Block, Jr., Milwaukee; O. H. Race and E. G. Race, Oshkosh; W. C. Howell, Rockford; G. N. Paxton, Bloomington, and B. A. Tuttle, South Bend.

L. J. Tannenholz, world's champion in transcribing from the Dictaphone, was present throughout the week at the company's exhibit at the show and energetically participated in the work.

New Burroughs Magazine for Banks.

The middle of September saw the first issue of a new banking publication, "The Burroughs Clearing House," in the mails. The magazine is published by the Burroughs Adding Machine Company. It is not a house organ, but is conducted along the same lines as any other high-grade magazine.

In "The Burroughs Clearing House" are published articles about bankers who are doing unusual and especially effective things to better the banking business, and articles by bankers on financial subjects of current interest.

The circulation is 40,000 copies monthly, a copy going to the cashier of every bank in the United States and Canada. The editorial section of the magazine is kept entirely free from advertising features—"The Clearing House" is handled just as though it were issued by a separate publishing company.

In the advertising section are advertisements of the Burroughs Company and other concerns marketing reliable products to banks or bankers.

Leaving a Good Impression

Ruskin says, "A cat may look at a King, but can it see a King when it looks at him?" And in like manner you may look at those letters, or copies of letters, a few years from now, but do you expect you can see them?

In using the M & V Typewriter Ribbons and Carbon Papers, remember that you have a positive guarantee of a reliable concern that only the best materials are used, and that they combine

Permanency
Durability

"It remains to be seen" years after writing, impressions from the M & V Typewriter Ribbons

Cleanliness
Economy

"It remains to be seen" years after writing, copies made with the M & V Carbon Papers, either for typewriter, pen or pencil.

"We that live to please must please to live."

The strength of your business lies in your ability to treat a customer so that he will come again. What a patronage you could build up if you always pleased and never lost a customer!

The M & V Typewriter Supplies can help you to make "come again" customers.

MITTAG & VOLGER, Inc.

Principal Office and Factory

PARK RIDGE, N. J., U. S. A.

BRANCHES:

NEW YORK	CHICAGO	SAN FRANCISCO	CLEVELAND	ST. LOUIS
261 Broadway	205 W. Monroe St.	35 Montgomery St.	2119 East 9th St.	Laclede Bldg.

LONDON: 7 and 8 Dyers Bldg., Holborn, E. C.

AGENCIES ALL OVER THE WORLD

Men who attended the convention of the Middle Western sales organization of the Elliott-Fisher Company, held in Chicago, September 21, 22 and 23.

Elliott-Fisher Holds Convention.

During the business show in Chicago the Elliott-Fisher Company held a lively and interesting convention of its Middle Western sales organization. G. F. Watt, president of the company, and C. H. Hunter, field manager, came on from Harrisburg, Mr. Watt presiding at the convention and Mr. Hunter taking a prominent part in the discussions. Occasionally R. B. Buswell, the resident vice-president of the Elliott-Fisher Company, alternated with Mr. Watt as chairman of the meeting, which was held on Thursday, Friday and Saturday, September 21, 22 and 23. The discussions were of such liveliness and practical interest that the men voted to continue the sessions on Saturday afternoon, September 23, the original plan having been to adjourn at one o'clock on Saturday.

The meetings were held on the mezzanine floor of the Fort Dearborn hotel on Van Buren street, and luncheons were served each day on the same floor only a few steps from the convention hall. This was a special service arranged by the hotel and carried out in a manner most pleasing to everyone concerned.

We take pleasure in showing above a group photograph of all but one of those who attended the convention, the one being C. J. Brant, of the Chicago office of the Elliott-Fisher Company, who was detained on account of a lively sales prospect. Those in the picture include the following men, named from left to right:

J. M. Cameron, H. A. Foothorap, W. R. Busch, L. W. Koss, W. A. Comfort, M. V. Maloney, J. H. Stinerock, E. R. Kilpatrick, K. E. Miller, H. C. Lane, D. E. Ruggles, F. C. Snow, D. J. Crowley, D. D. Gray, W. E. Phillips, G. F. Watt, H. P. Zerbe, J. E. Noone, W. A. Richter, M. S. Roosevelt, O. H. Cook, R. B. Buswell, W. J. Hausman, W. J. Crowley, I. D. Tussey, F. M. Harker, R. D. MacGuffin, C. J. Walker, M. D. Ettla, J. T. McKennan, C. H. Hunter, F. B. Morris, F. E. Ashton, C. J. Everhart, F. A. Neville, A. F. Yost, J. A. Garvey.

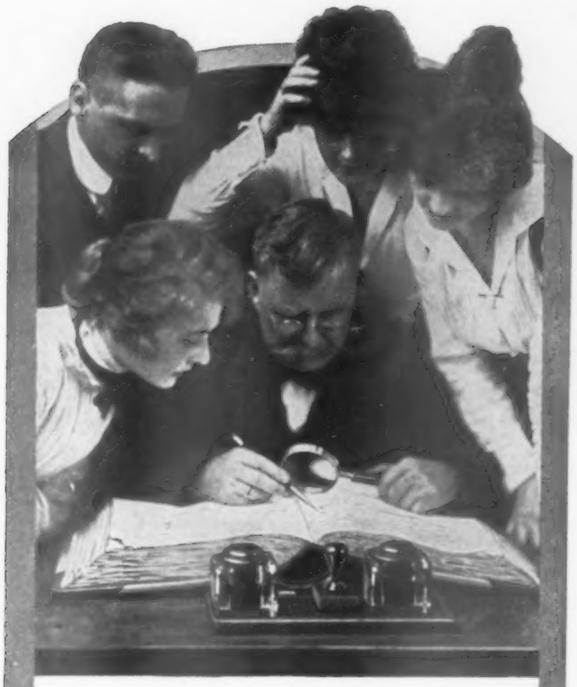
President Watt opened the meeting with an address of welcome, explaining that the meeting was gotten up in a hurry and adding the observation, "Sometimes the things you do in a hurry prove the best." In explaining the value of enthusiasm and knowledge to the salesmen, Mr. Watt quoted the old adage, "Love finds a way." His speech was replete with forceful and pithy observations applicable to the sale of Elliott-Fisher bookkeeping machines. He brought out forcibly the fact that the proof sheet is the basis of machine bookkeeping, and he offered to buy a hat for the man who gives the best slogan in the fewest words, bringing out this fact.

R. B. Buswell, resident vice president, from the Chicago office, outlined the history of his connection with the Elliott-Fisher Company and its predecessor. The subject of his address was "A Steady Job for Sixteen Years." Mr. Buswell gave some interesting facts concerning the old Fisher machines and the subsequent organization of the Elliott-Fisher Company. He paid a handsome tribute to the work of Mr. Watt, the president, since his connection with the company. Mr. Buswell's address was followed by a few remarks by Miss F. P. Ward, one of the most expert operators and demonstrators of the Elliott-Fisher machine. Miss Ward is the instructress in the Elliott-Fisher school which trains operators at the Chicago office of the Elliott-Fisher Company, and is regarded by the organization as the most expert demonstrator of Elliott-Fisher machines, aside from Mr. Hunter himself.

C. H. Hunter was scheduled for an address early on the opening day but was called out by a customer who came to Chicago for the express purpose of arranging for an installation, and his remarks were therefore postponed until the afternoon.

W. R. Busch spoke on "Boosts and Knocks." "Protect Our Good Name" was the subject taken by J. A. Garvey, who discussed the adaptability of the Elliott-Fisher machine among the tire manufacturers. C. J. Bryant, of the Chicago office, told of the application of the Elliott-Fisher system to boot and shoe houses. His address was entitled, "Never on Its Uppers." The Elliott-Fisher in the department store was handled by D. E. Ruggles. His address was entitled "Everything for Everybody." Country banks as a field for the Elliott-Fisher machine was handled by W. E. Phillips under the caption, "A Harvest Field." "The Middle Man" was the title of W. J. Hausman's address, which applied particularly to the subject of the machine way among wholesale grocers. M. S. Roosevelt, of Detroit, told of the advantages of the Elliott-Fisher system among automobile manufacturers, while M. V. Maloney discussed the value of Elliott-Fisher machines in the keeping of county records. The use of the machine in connection with cash registers was covered by H. C. Lane; among wholesale druggists, by L. W. Koss; corset manufacturers, by R. D. MacGuffin; public service companies, by R. B. Buswell; plows, W. A. Comfort; opticians, W. J. Crowley; bottles and glass manufacturers, J. E. Noone; telephone companies, by F. B. Morris, and clothing manufacturers by F. A. Neville.

The convention was a success in every way. The Elliott-Fisher Company plans to hold a convention of its eastern salesmen during the New York business show next week.



Figures don't lie; but sometimes they vanish

and figures have a disconcerting habit of vanishing from ledger and record books made of cheap, inferior ledger paper, because the paper has grown yellow and illegible from age and exposure. Specify that your ledgers and record books be made of Brown's Linen Ledger Paper. This famous paper stands the hardest usage and exposure for ages without deterioration. It costs only a few cents per pound more and has wonderful writing qualities.

Write for Sample Book

L. L. Brown Paper Co.
Est. 1850 Adams, Mass.

FACSIMILE OF WATER-MARK
L.L.BROWN PAPER CO.
LINEN LEDGER

Brown's Linen Ledger Paper

PANAMA

Carbon Papers and Typewriter Ribbons

are a guarantee that the dealer is offering the very best obtainable — that he is more interested in building a solid business than in the making of a single sale.

"Panama" means repeat orders.

Dealers carrying "Panama" are successful.

Manifold Supplies Co.
188 Third Ave. Brooklyn, N. Y.

An interesting group photograph of the recent picnic of the Irving-Pitt Manufacturing Company, Kansas City.

Irving-Pitt People Hold Picnic.

On Saturday, August 26, the employés and friends of the Irving-Pitt Manufacturing Company, of Kansas City, with officials of the company, went on a picnic at Fairmount park. This was preceded by a reception at the factory, after which the crowd took waiting cars with Irving-Pitt signs on them. The crowd made much joyful noise on the way to the park so that the event was thoroughly advertised. By the time the first load reached the park the space for the athletic events was roped off and the games started with a rush. These events were well managed in every particular. The Irving-Pitt people think that the program committee who laid out the various stunts should be engaged for life because it would be impossible to arrange more interesting events than those presented.

After the events were concluded, Florence Taylor, with the aid of Claude Conger and a megaphone, awarded the prizes. Miss Taylor's speeches, according to the Irving-Pitt house organ "Service," were brief and to the point, and ran somewhat as follows:

"Here, Freddie Erb, if you want these two bucks that you won because the rest of those guys didn't know potatoes from radishes, come quick."

"Come on get your candy, you lady Amazons. Shoulda given this prize to the losers—you're fat enough already."

"Now listen, Mr. Cudworth, I'm not going to give you that two dollars. You'll spend it on Coca Cola and anyway your kid won it, not you."

"Say Dot Drake, did the rest of that bunch die on the way? How did you get up all that speed?"

The following were the athletic events and the winners:

Event No. 1—25-Yard Race, Girls up to 7—Miss McKnight.

Event No. 2—25-Yard Race, Boys up to 7—E. Pessman.

Event No. 3—50-Yard Race, Girls 7 to 14—J. Forgey.

Event No. 4—50-Yard Race, Boys 7 to 14—H. Cudworth.

Event No. 5—Three-Legged Race, Young Ladies—Miss Shoemaker and Miss Neihaus.

Event No. 6—Three-Legged Race, Young Men—Rees and Wedge.

Event No. 7—Potato Race, Young Men 15 to 25—Fred Erb.

Event No. 8—50-Yard Race, Young Women—Dot Drake.

Event No. 9—100-Yard Race, Young Men—Chester Harper.

Event No. 10—Wheelbarrow Race, Men—Erb and Reese.

Event No. 11—Shot Put, Men—Chester Harper, 35½ ft.

Event No. 12—Sack Race, Young Ladies—Miss Van Winckle.

Event No. 13—Fat Men's Race, 180 lbs. and over—Lamountain.

Event No. 14—Tug of War, Office Girls vs. Factory Girls—Office.

Event No. 15—Tug of War, Tool Room vs. Plating Room—Draw.

Immediately after the presentation of prizes the crowd proceeded to the picnic grounds, where Kearney Kelley and Bill Hicks had arranged to feed all comers. It was Mr. Kelley's idea to have a plate lunch instead of sandwiches and the idea was a success. Here is the menu:

Kalter Aufschinitt a la Kelley
Potato Salad a la Murphy
Bread and Butter—Class M
Apple Turnovers a la Cudworth (very fat)
Lemonade a la Fred Pitt (very thin)

Meeting of the Cincinnati Furniture Exchange.

At the opening meeting of the sessions of the Cincinnati Furniture Exchange, at Ahlbrand's Exposition Cafe, on Elm street, there was a good attendance. This being the first meeting after the summer vacation, considerable routine business had accumulated and it was expected that a full attendance would be on hand, but on account of the pressure of business a good many were detained at their offices, and a number of the prominent members were not present.

After the greetings were over the members settled down to routine business, and with President Henry Sprengard in the chair, and the efficient secretary, Henry Backer, being present this was disposed of in as short order as possible. Since the last meeting of the Cincinnati Furniture Exchange three of its older members have passed to the great beyond, and tribute was paid to their memories by individual members. They were Henry Schlueter, Henry Dornette and W. Schuerman. The officers had made the necessary mortuary arrangements, floral tributes, etc., and the usual committees were appointed.

Communications were received by the Exchange from the families and were read before the members.

The president outlined the probable course of the program of the Exchange for the coming meetings and hoped that the members would do all in their power to forward the interests of Cincinnati and the Furniture Exchange.

Regular business of the meeting opened by the introduction of the report of the Entertainment Committee, which was read, and on motion of A. G. Steinman, duly seconded, was accepted. A motion prevailed thanking the Entertainment Committee for their efforts in behalf of the recent outing.

The application for membership of the Stratemeyer Lumber Company, of Cincinnati, Ohio, was received, and

REMINGTON WINS

National Amateur
Typewriting
Championship

AT CHICAGO
BUSINESS SHOW
September 18, 1916

FIRST PLACE won by MISS ANNA GOLD who wrote over 132 words per minute net, for one-half hour.

SECOND PLACE won by MISS HORTENSE S. STOLLNITZ, who wrote 129 words per minute net, for one-half hour.

Both these young women used a New

SELF STARTING REMINGTON

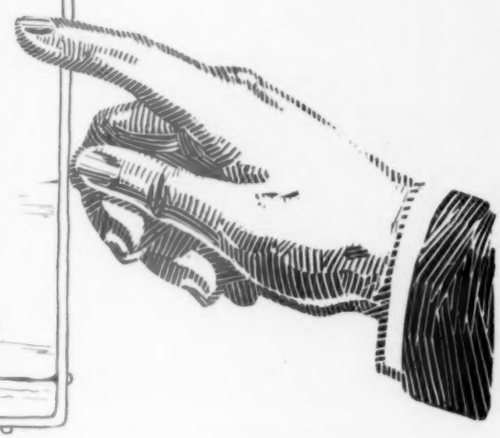
There was no Remington entry in the professional class.

REMINGTON TYPEWRITER COMPANY
(Incorporated)
327 BROADWAY NEW YORK

The new Underwood structure as it will appear when completed.

Proof of Efficiency

"We use electrically driven Underwood Bookkeeping Machines combining the adding and typing features.... This plan enabled us to make a saving of between $6,000 and $10,000 per annum in our payroll and gave us records that are superior to any we have heretofore had."



Statement of
Comptroller Lofgren of the
National Surety Company of New York City
Bearing on Mechanical Bookkeeping

If
Underwood Bookkeeping Machines
did this for the National Surety Company
They Will Do It For YOU

UNDERWOOD TYPEWRITER COMPANY Inc.
Underwood Building, New York City.

on motion regularly made and seconded, was accepted, and they were elected to membership.

The resignation of the Berry Bros. Varnish Company was presented, and on motion, accepted. The names of R. E. Becker and the Ohio Southern Glue Company were ordered taken from the roll of members. The report of the treasurer showed the treasury to be in a healthy condition, with a good balance to the credit of the Exchange.

Art Metal Sales Conference on Coast

The illustration here shown pictures the sales forces of the H. D. Field Safe Company and the M. G. West Company attending a joint salesmen's meeting in San Francisco the latter part of August. The group is shown discussing the construction of the reinforcements in the new "700" and "1,000" line units, while Mr. Field is checking up the inside clear dimensions of a "700" line drawer. Subjects discussed at this convention were: Price cutting, public bidding, the laws of the states of Arizona

Group showing sales forces of M. G. West Company and H. D. Field Safe Company in joint session at San Francisco, examining some Art Metal goods. Left to right: D. A. Nye, secretary, M. G. West Company; K. P. West, in front of whom is T. A. Harris, a new salesman, and behind Mr. Harris is A. C. Hillman, Sacramento salesman, and Billy O'Connor, all of the M. G. West Company. Next comes C. A. McLean, R. L. Parker and H. D. Field, all of the H. D. Field Safe Company, and finally, Ross R. West.

and California governing purchases of art metal material, arguments used in competition with manufacturers using asbestos construction in their filing cases, and the value of locks or spring catches on their devices.

The H. D. Field Safe Company is located at San Diego and the M. G. West Company at San Francisco.

Philadelphia Stationers Meet.

The Philadelphia Stationers' Association held its usual meeting on Thursday evening, September 14. After the discussion of routine matters it was decided to become a supporting member of the Fair Trade League.

The report of the nominating committee appointed to nominate officers for the ensuing year is as follows: President, Harry A. Prizer, of the William Mann Company; first vice-president, Frank R. Welsh; second vice-president, Lewis A. Hawkes; treasurer, Dr. Philip Jaisohn; secretary, Francis B. Irwin. Action on this report will be taken at the annual meeting in October.

Harry A. Prizer was appointed as representative to the Atlanta convention, with Frank R. Welsh as alternate. A goodly number of Philadelphians will attend the convention, most of whom will go on the New York special.

Chicago Stationers Meet.

The regular business meeting of the Chicago Stationers' Association was held on Wednesday evening, September 20, at the Mid-day Club, in the First National Bank building. At the conclusion of the business meeting there were some special features of considerable interest to members and others present. At the business meeting R. R. Yates and the firm of Edwards & Clements were made active members of the association, and the Aikin-Lambert Company and the Rand Company were made associate members.

E. Y. Horder, who audited the books of the treasurer, pronounced them correct.

The following resolutions on the death of P. F. Pettibone and Leonard R. Dickerson were presented by the committee on necrology, consisting of H. H. Shaffer, F. F. Harris and Dudley A. Johnson.

"RESOLVED THAT—

"The Chicago Stationers' Association learns with deep regret of the death of our esteemed member, Mr. P. F. Pettibone.

"His long and honorable connection with the stationery business in Chicago endeared him to all those affiliated with his line, and his passing is a distinct loss to the general community.

"From his youth, when he traveled through Illinois on horseback, before the days of railroads, to the day of his death, his name stood for business honor and integrity.

"The sympathy of this Association is extended to his immediate family and to those associated with him in business, to whom his death comes as a personal loss."

"RESOLVED THAT—

"In the passing of Mr. Leonard R. Dickerson, the Chicago Stationers' Association has lost one of its most promising supporters. A summary of his character is contained in the following comment made by one of his most intimate friends.

"He had taken special courses in mining with the intention of devoting his life to that work. He liked the blue flannel shirt and top-boots and the 'pack' and the 'chuck' and the mule's back and the climb.

"'He was a youth of imagination and adventure, but with his boldness he combined qualities of heart and mind which, increasing as his life unfolded, would have matured in that serenity of intellect which is the flowering of character.'

"He possessed an individuality that marked him as a man of distinct type. His friends were proud to be called such and could depend upon him to go a long way out of his road to do them a favor.

"We desire to tender the sincere sympathy of the association to his family and business associates, who will sorely miss his sunny disposition."

The foregoing resolutions on motion were unanimously passed and the secretary was directed to forward a copy to the relatives of the deceased.

C. A. Stevens reported for the committee on the question of setting the clock ahead one hour, or the More-Daylight Committee. This committee consisted of W. W. Buchanan, E. Y. Horder and C. A. Stevens. A bill which had the support of the National Chamber of Commerce was presented to Congress making the change suggested, but the matter died with the expiration of the present session of Congress. The National Chamber of Commerce, however, is still working on the subject.

President Gibbs made an interesting report on the field day which was held at Desplaines on Saturday, August 26. Mr. Biehl made a statement with regard to the work of

Royal Master Model 10
Price $100

Compare the Work and You Will Choose the Royal

Compare the work done on the Royal Typewriter—put it to the deciding test of actual results.

Compare the appearance of the work—the clean, clear, legible letters, the exact, correct lines.

Compare the time saved by the operator, through the mechanical responsiveness of the Royal.

Compare the money saved through the ending of excessive repairs— the money saved because the Royal does not have to be "laid off."

Compare the life of the Royal—the long life built into it because it is invented, designed and built to be a true visible typewriter in construction as well as in operation.

Compare the greater value of your investment in the Royal—the enduring value in a typewriter which is not built to be sold with the expectation that it will have to be "traded-out" in two or three years.

Compare the simplicity of the Royal—a typewriter which writes, which bills and charges, which types cards, without a single extra attachment—the typewriter on which your stenographer does more work and better work with less effort.

Get the facts. Know the Royal. Telephone or write any Royal branch or agency for a demonstration now, and "compare the work" in your own surroundings and under your own working conditions.

ROYAL TYPEWRITER COMPANY, INC.

Factory—Hartford, Conn. General Offices—364 Broadway, New York

Branches and Agencies the World Over

"Compare the Work"

Guaranteed

Buyers of Card Index and Vertical File Supplies are Entitled to Clean Stock, Full Count & Entire Satisfaction

When you buy supplies of this character in *loose* wrappings or in packages held together by thin paper slips—you can't *expect* to be sure of *clean*, unsoiled stock nor can you ever be certain of getting *all* that you pay for—.

It isn't the dealer's fault; it's the fault of the method of handling and selling. Yet, until Browne-Morse Supplies were marketed, in *sealed packages*, there was no remedy for the trouble. NOW, however,

Browne-Morse
CARD INDEX & VERTICAL FILE SUPPLIES

Are Sold Only in Their Original Bindery Packages. And the Guarantee Certificate Enclosed Insures 100% Value and Satisfaction

You can buy them at your regular Supply Dealer's and because of the complete satisfaction they give *the dealer will be glad to supply you.*

The next time you order—Specify Browne-Morse "QUALITY" Card Index and Vertical File Supplies. All standard sizes in Index, Guide and Ledger Cards as well as File Guides and Folders are to be had. The GUARANTEE CERTIFICATE insures entire satisfaction — better qualities, full count and spotless stock, yet the cost is no higher than you are willing to pay for high-grade supplies.

Write today for Catalog. Address

Browne-Morse Company

110 McKinney Ave., Muskegon, Mich.

Branches: 343 Broadway, New York City 109 N. Frederick St., Baltimore 919 Liberty Ave., Pittsburgh 193 E. Jefferson Ave., Detroit

DEALERS, NOTE: If "B-M" Quality Card Index and Vertical File Supplies are not yet displayed in your store, send a letter today for Catalog, Samples and Trade Discounts; for here is a line that *sells without waste* or dissatisfaction.

his committee, and owing to the illness of Mr. Ramskill, who is recovering from an operation at the Ravenswood hospital, the committee was continued.

President Gibbs appointed Messrs. Struble, Buchanan and Collins as a committee on the annual dinner. It was determined to invite the ladies this year the same as last year and the selection of the hotel at which the dinner is to be held was left to the committee.

A. H. Childs reported for the transportation committee having charge of the arrangements for transportation to Atlanta, advising all Chicagoans who desire to go to make their reservation as soon as possible, for a large number of stationers from other cities contiguous to Chicago have already reserved accommodations. It is planned to meet the New York and St. Louis delegations at Chattanooga, where an interesting program of entertainment will be provided. On motion put by A. H. Childs, President Fletcher B. Gibbs was unanimously chosen the association's delegate to the Atlanta convention, his expenses to be paid out of the funds of the Chicago association. Mr. Childs then presented a resolution inviting the National Association to Chicago in 1917. This resolution was unanimously carried.

On motion the meeting adjourned to meet again Wednesday, December 13, the hour and place to be selected by the president.

At the entertainment following the regular meeting, there were shown moving pictures of paper-making processes. These pictures were taken in the factory of the Eaton, Crane & Pike Company. The first reel showed the making of paper, while the second reel demonstrated the manufacture of papeteries. Previous to putting the pictures on the screen, Harry Adams, middle western representative of the Eaton, Crane & Pike Company, made a few remarks and read a prefatory article by the advertising manager of that company. The paper making pictures were followed by a Keystone comedy, which created great amusement. Ben Quackenbush, of the Baldwin Printing & Stationery Company, sang a bass solo, accompanied by George Schlagel on the piano. During the buffet lunch which followed, Messrs. Struble, Payne and others enlivened the occasion by singing popular airs.

Hoskinsmen Hold Field Day.

The Hoskinsman Club, which is composed of members of the organization of the Wm. H. Hoskins Company of Philadelphia, recently held a field day at Belmont Plateau. Seventy-five employés turned out to participate in the races and watch the fun.

The day was ideal and everyone was pleased with the event. Sixteen prizes in all were awarded to the men and women who were entered in the various contests, and after these had been run off everyone settled down to lunch during which songs and speeches were given. After the meal a ball game was staged between a team of ladies and a team of gentlemen, with the provision that the men had to play left-handed. As a result, the ladies wiped up the earth with the men, winning by a margin of several runs. Everyone went home happy in the realization of a most enjoyable time.

All the members of the Hoskinsman Club have been enrolled in the Central Y. M. C. A. of Philadelphia, and have been given membership cards entitling them to gymnastic exercises and other association privileges.

The company has for a long time felt that its employés should have more recreation and an opportunity to exercise at will, and as there is no space for this at either the store or factory, the logical conclusion was to enroll each member of the club in the Y. M. C. A., which also affords the men an opportunity to hold their meetings and their monthly dinners at the association rooms.

SALESMEN WANTED

There is an opportunity for you to join the Sales Staff of this Company if you are a salesman of proven ability—if, by past performances you have demonstrated your power to make a healthy sized compensation.

Selling experience is necessary; a knowledge of bookkeeping and accounting is highly desirable; but most of all we must have strong, aggressive sound-thinking men who can meet and talk on equal terms with the Presidents, Treasurers, and General Managers of firms who use our product. Office appliance salesmen will be given careful consideration.

50% of Elliott-Fisher sales are made to concerns already using our machines.

No further proof of their value and efficiency is necessary.

Sales are increasing enormously, but there is still undeveloped territory, and territory which has only been scratched.

Your answer should state your past experience. It will be treated in strictest confidence.

If the opportunity to sell a nationally known product of such merit appeals to you, address:

ELLIOTT-FISHER · THE BOOKKEEPING MACHINE

G. F. WATT, President

ELLIOTT - FISHER CO.

Harrisburg, Pa.

Sales Talks No. 2:—

To a prospective customer:

How many minutes each day do you use in walking to the telephone or reaching for it on top of desk or somewhere else just out of reach? Do you realize that at a minute a call so wasted on as few as five calls a day you will have used up twenty-five hour during the working hours of a year? Practically three days of your time—what is that time worth to you?

Why not use a Burns telephone bracket and practice true economy of time?

Adjustable Horizontally

List Price $4.00

(In 24" Lengths)

Adjustable Horizontally and Vertically

List Price $4.50

(In 24" Lengths)

Burns Adjustable Telephone Arms are furnished with a variety of mountings and in an all black enamel finish or in a nickel plate finish with black enamel trim.

We also manufacture various other styles telephone arms to meet every requirement. Ask for literature on this big line.

DEALERS—Arrange now for Fall stock of these and other money making office specialties.

Manufactured by

American Electric COMPANY

State and 64th Streets CHICAGO, U. S. A.

California Stationers Meet.

The regular monthly meeting of the Southern California Stationers' Association was held last month at Los Angeles. The meeting was addressed by Fred J. Young, its president, who stated that the price lists of the organization are attracting attention throughout the country. Mr. Young recently returned from an extensive trip in the eastern states. The meeting was held at the Pigeon Whistle café, where dinner was served.

O.L. Gagg Heads New York District for Elliott-Fisher.

O. L. Gagg, treasurer of the Elliott-Fisher Company, has in addition to his other duties been given the directorship of the New York district of Elliott-Fisher Company, manufacturers of bookkeeping and billing machinery.

The announcement of Mr. Gagg's promotion comes as a fitting recognition of ability which has made itself manifest throughout his connection with the office appliances field. Seventeen years' experience in banking and a long connection with the office appliance industry have fitted him unusually well to undertake his new duties.

He came to the Elliott-Fisher Company in September, 1909, to take charge of the bank department only. Gradually additional duties were assigned to him, and it was not long before he was made sales promotion manager as well.

In December, 1911, he was sent to Philadelphia to be local manager of that important office, and once again business naturally flowed in his direction. His work was so successful that in January, 1914, he was again called to Harrisburg, this time to become treasurer of the Elliott-Fisher Company.

Since then he has administered his duties with characteristic system and dispatch.

He goes to his new post of duty feeling that the entire Elliott-Fisher organization, as well as many other friends in other office appliance lines, are with him, and pulling hard for the further success he so well deserves.

New Retyco Retail Store.

The Rebuilt Typewriter Company has opened another retail store in Chicago. The new store is located at 138 South Wabash avenue, and is the third which the company has opened within the last two or three years. The new store is by far larger than any of the other two, one of which is located at 112 South Dearborn street, and the other of which is at 21 South Clark street. The opening of the new store is in itself proof of the success of the other two, especially when it is considered that the new store is not only larger but will have features which the others do not possess.

The Rebuilt Typewriter Company feels that its success in the retail field in Chicago, to which it confines its efforts, is an indication of what dealers in other cities may accomplish with proper application.

Graham-Chisholm Company Move.

The Graham-Chisholm Company of New York in a neat folder announce their removal to new and spacious quarters at 9-15 Murray street, near Broadway.

The Graham-Chisholm Company was organized May 17, 1904, and opened at 20 Warren street, where they occupied one floor, about 2,000 square feet. By 1906 their floor space had increased to 4,000 square feet, and in the following year they were compelled by the increase of their business to secure larger quarters at 63 Cliff street, where they had 6,500 square feet of floor space, with two elevators. Now, in 1916, they have moved again, increasing their floor space to 9,500 square feet, with four elevators, to accommodate the business.

The "Silent Smith"

Ball Bearing *Long Wearing*

The only standard typewriter that operates with less noise than our Model 5 is our Model 8—the "Silent Smith."

No other standard typewriter is so quiet as Model 8. Its operation does not disturb telephone conversation.

A demonstration will cost you nothing and may prove of great value.

L. C. Smith & Bros. Typewriter Co.

FACTORY AND HOME OFFICE
SYRACUSE, N. Y.

Branches in All Principal Cities

Your Stationery Should Represent *Your* Opinion of *Your* Business

The stationery that a printing house uses should be representative. If you tell your customers that better printed matter means better business, you should prove the case by taking your own medicine. Will you fairly answer these questions? Does your letterheading represent your work and your ideals? Are you willing to say that your letterheading stands for your conception of the best the modern master printer offers?

For your use, we recommend

Old Hampshire Bond

There is something much more significant in this recommendation than a desire to sell Old Hampshire Bond. We believe that Old Hampshire Bond represents the spirit of the new printer. It stands for quality, as against price cutting. It stands for a standard price, as against shifty estimating. It stands for thoughtful service, as against slip-shod methods. Fifteen years of advertising have told the public these things, and the benefit of the national reputation Old Hampshire Bond holds will work for you if you give it an opportunity.

Hampshire Paper Company

We are the Only Paper Makers in the World Making Bond Paper Exclusively

SOUTH HADLEY FALLS - MASSACHUSETTS

MEMBER
PAPER MAKERS
ADVERTISING CLUB

This is a record of steady progress of which any company might well be proud. We look forward to the time ere long when the company will have outgrown even its present roomy quarters.

A Timely Window Display.

During the week of July 5 to 10 Jersey City was in gala attire, it being "Made in Jersey City Week." Aside from many novel effects in street and building decoration, particular attention was given to window displays. The show windows of the merchants on all the principal business streets were at the disposal of Jersey City manufacturers and an opportunity was afforded the public to study the beautiful and useful products of their own city.

The Dixon Company displayed their line of pencils, crayons and erasers in a number of prominent windows,

Window display of products of the Joseph Dixon Crucible Company in the window of L. P. Hansen, Jersey City, during "Made in Jersey City" week.

the illustration herewith being the window of L. P. Hansen, 81 Montgomery street. Hansen's is one of the oldest stationery houses in Jersey City, and carries complete lines of choice stock. Mr. Hansen has built a strong and permanent business based on integrity, and he has the respect of all his customers, who are his friends as well.

Some Interesting Store Views.

The Burrows Brothers Company of Cleveland, Ohio, of which John J. Wood is president, has favored us with a series of thirteen postal card views of the interior of their store. These views include pictures of the engraving department, of the office supply department in the new store, the writing room for customers, book department, magazine department, children's and young people's book department, fountain pen department, fine bindings department and reception room, rare and old book department, circulating library, and interior view of the store as a whole, a picture of the new front, and a view of the stationery department.

This is a most impressive collection of pictures, which should be in the hands of all stationers who are interested in the arrangement of a high-class stationery store which caters to the convenience and tastes of the public.

Send Today For Our Guaranteed Selling Plan

If a man of reputation should offer to insure your life or your store fixtures for nothing, you would accept the protection, wouldn't you?

Then WHY not accept SALES INSURANCE?

We insure MultiKopy Sales.

Dealers run absolutely no risk because in case goods remain unsold after a specified time, we take the stock off their hands. This no-worry-and-no loss-to-the-dealer is one of the big features of our Definite Guaranteed Selling Plan. It will pay you to write today and find out just what this great selling plan is.

Remember that MultiKopy is "the world's best-selling carbon paper," famous because of its permanency—neatness—uniformity—economy.

Our Star Brand Typewriter Ribbons are guaranteed to give 75,000 impressions of the letters "a" or "e" without clogging so as to show on paper.

F. S. WEBSTER COMPANY

338 Congress Street **Boston, Mass.**

New York: 114-118 Liberty St. Chicago: 14 N. Franklin St. Philadelphia: 908 Walnut St.
Pittsburgh, Pa.: 830 Park Building

TRADE MULTIKOPY MARK

Carbon Paper

INCREASE your profits by handling

BERKSHIRE TYPEWRITER PAPER TABLETS

There is a repeat order to every sale—customers find them convenient and inexpensive. There is no counting of sheets—loss from spoils and broken boxes is thus avoided.

Write for samples

Eaton, Crane & Pike Co.
Typewriter Paper Department
PITTSFIELD - MASSACHUSETTS

Enjoyable Lawn Social.

One of the features of the recent Corona typewriter convention of the southern division at Dallas, Texas, was a lawn social given at the home of Fred D. Kammann, manager of the southern division for the Corona company, on Thursday, September 21, at 8 o'clock in the evening. The program of events included orchestra selections and speeches by the various gentlemen present.

G. M. Merrick spoke on the subject of Florida; John C. Elfer paid a tribute to Louisiana; George J. Emmanuel talked on the subject "Forcing Business." Oklahoma and Alabama were the respective subjects of S. R. Coleman and H. H. Chumley. John E. Keller spoke on South Texas. Mr. Keller's remarks were followed by a solo, "Land of the Long Ago," by Miss Kathleen Ewing. North Texas was covered by C. W. Smith, while A. R. Vidaurri told of the social and business customs of Mexico. H. A. Myers, J. H. Martin, L. B. Divelbiss and A. L. Johnson covered the subjects of Tennessee, Arkansas, Mississippi and Georgia in the order named.

After a Dutch lunch served on the lawn, five-minute talks were given by Carleton Brown, general manager of the Corona Typewriter Company, and Laurence Conger, sales manager of the Corona Typewriter Company, also Fred E. Johnston, W. F. Sroufe, J. A. Williams, Robert Bastow, G. B. Pelton, Albert Friedlander and A. Kennon Taylor.

A good orchestra played lively selections in the intervals between the speeches. Mr. Kammann's residence, located at 2817 Cleveland street, is beautifully situated on well wooded grounds. The grounds were handsomely decorated in harmonious colors, with tables scattered over the lawn.

Hoskins Adds New Department.

The Wm. H. Hoskins Company of Philadelphia have recently opened a new department consisting of a complete staff of creators, writers and designers of general advertising.

This department will handle the publicity and advertising for the company's clients. The men selected are skilled in their craft, and have had considerable experience in the preparation of all kinds of advertising for some of the best known concerns in the United States.

In opening this new department the Hoskins Company are living up to their reputation as one of the most progressive firms in the business. They state that they are the only retail stationery house in the country who have connected with them a department to handle customers' advertising as well as their own.

It took the stationery trade some time to realize the fact that unless they absorbed the office equipment business it would absorb them, and it was with a great reluctance that the big stationers started in the furniture field. The Hoskins Company believe that the addition of an advertising department to the many other wide-awake, progressive parts of their business is but a logical step in the progress of their business.

The department has only recently been organized, but up to the present time has met with great success and considerable approbation on the part of customers of the Hoskins Company.

H. K. Gilbert With Oliver.

H. K. Gilbert, who has been identified with the automobile industry for a number of years, has joined the Oliver Typewriter Company as assistant to President Lawrence Williams. Mr. Gilbert will also have charge of the advertising and general publicity of the Oliver Typewriter Company.

The Right Way to Look at the Concentration Idea

If there was one make of any line you handle that offers as great a variety as all the other makes in that line put together, you would tie up less money in stock, save counter space, and make it easier for your customers to buy if you concentrated on that one best make.

That is the basic reason why so many stationers throughout the country have made the complete Esterbrook line their entire pen department.

Some dealers believe that the chief advantage of the improved pen departments they can thus get, without increased investment, is the increased number of customers brought into their stores, where they have an opportunity to sell them other goods.

And that ***is*** a tremendous advantage.

To assist dealers to concentrate in this way we offer ten different sizes of display cases to fit the requirements of each size store.

As part of our regular dealer service we will be glad to show you these cases, and assist you in any other way to make your pen department still more profitable. Write us today.

Esterbrook Pen Mfg. Co., 80-100 Delaware Avenue, Camden, N. J.

Esterbrook Pens "Easiest to sell!"

Because It's Different

That is the reason for the appeal of Gloria Brand Carbon. Gloria is distinctive not only in appearance but in quality as well. Therefore, it sells well and gives service.

These are elementary considerations with the wide-awake dealer. In the hands of this sort of a man Gloria can be made one of the most profitable propositions in the store.

The folders and boxes in which Gloria comes are consistent with its own high quality.

Gloria is made in light, medium, and standard weights. The price for each is the same.

The established dealer is welcome to a box for the asking. Write us on your business letterhead.

The Ault & Wiborg Co.

MANUFACTURERS

Factory—Cincinnati, Ohio

Branch Houses in the Principal Cities

Business-Bringing Window Displays.

It was a long step in the right direction when the retail stationer began specializing in his window displays—when, for example, he devoted his entire window to drawing materials one week, and to fountain pens another.

It was a logical but daring move to gain the undivided attention of prospective customers when S. D. Childs & Company of Chicago started a series of displays in which the entire window was filled with one particular item selling at one price, as, for example, a fountain pen at eighty-five cents, a new dollar pencil sharpener, or a new line of popular-price ledger outfits.

The accompanying photograph of one of their most recent displays shows how this firm worked out the "one-item, one-price" idea in connection with the new "Midget" loose leaf ledger outfits now being offered through the trade by Wilson-Jones Loose Leaf Company, Chicago and New York.

The entire window was filled with these ledgers, all alike, and all attractively grouped about a large display card in the center.

This central card gave the selling price and the main facts concerning the outfits. Smaller cards, each emphasizing some special feature of the outfits, were placed at

A Striking Window Display Recently Shown by S. D. Childs & Co., Chicago, Featuring the "Midget" Loose Leaf Binder, Made by the Wilson-Jones Loose Leaf Company, Chicago and New York.

intervals all through the display, so that no matter what part of the window the passer-by saw first, a selling point was driven home.

The attention of anyone who looks at the window is gripped and held, for there is nothing in the display to divert his mind from the one item presented in mass effect.

The article shown may be from regular stock and offered at the usual retail price, but the extraordinary showing made indicates to the passer-by that the article is especially deserving of his attention.

A series of such displays leaves the impression of a chain of specials, and instills the idea that in the store back of the window there is always something special "doing"—a live store that can give service every day of the year.

As soon as one of these window displays has been put in, S. D. Childs & Company insert an advertisement in the daily papers for one issue, the whole announcement being devoted to the single article shown in the window. The newspaper advertising and the show window thus combined have proved so effective that this firm follows exclusively the plan above outlined. One of these special displays is never left in the window longer than ten days, and a change is made usually once a week.

Ball Bearing
Self Starting
One Printing Motion

These are the outstanding features of the

Smith Premier Typewriter

Any one of these three features constitutes a valid claim to leadership. No other typewriter ever manufactured combines them all.

The Key for Every Character feature insures only *one printing motion* in printing any character on the Smith Premier Typewriter.

The *Self Starter* eliminates all hand settings of the carriage in writing indented lines. One touch on the Self Starter key does it all.

The *Ball Bearing Construction* insures the acme of mechanical efficiency—and a lightness and ease of operation which is unsurpassed.

The combination of all these leading features in one typewriter justifies the fame of the Smith Premier as the *Complete Machine* representing the sum of all typewriter merits.

329 BROADWAY, NEW YORK

ALL ABOUT MYSELF

TWO years ago I did a very wonderful thing. I discovered something which was already well known. But those who knew did not know they knew. I discovered that a business man is a human being and not a calculating machine; that he can write and read and think along natural lines. I gave my discovery to the world in the form of a little magazine called "IMPRESSIONS." Its reception was wonderful; its success has been remarkable. The biggest and best business men quickly enrolled on my subscription list so that they may regularly read a style of writing and note a point of view of which they are themselves possessed, with which they are therefore most sympathetic. "IMPRESSIONS" isn't clever a bit. It is just natural, and all natural things are interesting.

"IMPRESSIONS" is a little business magazine of 80 pages which fits the pocket. You cannot get it on the bookstalls because the price is too high and the size too small for general public display. It is intended only for live men and women in business who form the progressive portion of the population. Subscription price is one dollar a year, 12 issues, and you get a free copy of my 200 page book, which I am told is in itself worth more than this figure. Send a dolla bill and your address to

G. E. WHITEHOUSE
76 Hanover Street
EDINBURGH
SCOTLAND

Some Dixon "Youngsters."

In a recent issue of "Graphite," the house publication of the Joseph Dixon Crucible Company, the editor compiled some notes about Dixon "youngsters" who are still connected with the company. Going into all departments of the Dixon company one finds that there are several "youngsters" who began as early as 1850 and are still faithfully at their desks. The oldest employé in point of service is Kate Steinhauser, who was hired by Joseph Dixon himself in 1850 as a girl to wrap stove polish. She left to be married and returned when a widow, and now has children and grandchildren in the employ of the Joseph Dixon company.

In the pencil department we find that Arthur K. Ingraham began as a salesman with the company in 1870 and is today assistant manager of the Boston branch. Although he is past three score years and ten, he is sometimes known in Boston as "young Mr. Ingraham." He is proud of the many years he has been with the Dixon company, but his appearance belies his age.

Matthias D. Earl, one of the Dixon foremen, has been with the company since May, 1872. He began as a carpenter and helped to build the first pencil factory for the Dixon Company.

We find that in 1880 Harry Dailey, secretary of the company, came into the service as a bill clerk, while R. Van Dien of the pencil department, widely known as the originator of the Brownies, came with the Dixon company as manager of the insurance department and was afterward promoted to the pencil department. Van Dien has the distinction of being a well known entertainer and president of the Society of American Magicians. It is said that when his friends approach him they are accustomed to fastening their watches and shifting their pocketbooks.

This is only a partial list of the immortals who have joined the Dixon ranks since 1850. Other departments have their quota of old-young boys and girls who are loyal to Dixon ideals and principles.

Porter Joins Monroe Calculating Machine Co.

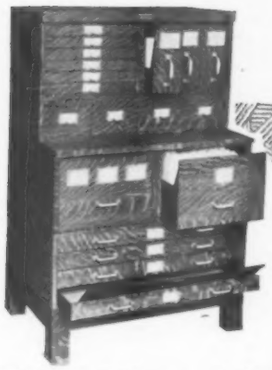
W. J. Porter, who has been with the Oscar Muller Company for the past five years, selling the Tim calculating machine in the Pittsburgh district, has resigned his position to enter the organization of the Monroe Calculating Machine Company. He will be associated with H. D. Duff with headquarters at 95 Vandergrift building, Pittsburgh, Pa.

Prior to going with the Oscar Muller Company, Mr. Porter was for five years in the Cost Accounting Department of the Carnegie Steel Company of Pittsburgh. While there he gained a very extensive experience in cost accounting and the use of machines for cost accounting. This knowledge has been invaluable to Mr. Porter in his work among the big industrial organizations.

With his record behind him as a producer, he will make a valuable adjunct to the Monroe organization.

A Big Advertisement.

The Remington Typewriter Company is doing some important metropolitan advertising. The New York Times of Monday, September 18, contained a full page presenting some of the advantages of the Self-Starting Remington typewriter, whose calculating system gives as many flying starts in the writing of a letter or circular as there are paragraphs to be written. The Remington company states that these flying starts save several seconds time on every letter written.

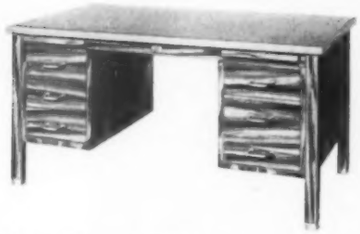


Wydesteel Sections are built together into countless different arrangements for individual use.

The U-Nette or half-width line comprises nearly a hundred different sections.

Upright Files in many sizes.

Built to help the Dealer with his Selling



Allsteel "leg-room" Desks—an exclusive design in full range of sizes, styles, and furnished at very reasonable prices.

GF Allsteel TRADE MARK

Allsteel is easily sold because each of the hundreds of items comprising the Allsteel line was designed, built and stocked to fill specific needs with specific equipment. And the Allsteel line is profitably handled because there are items for practically every business requirement. The line has been enlarged constantly until now the Allsteel Dealer is in a position to sell almost any installation from a combination of carried-in-stock sections.

An investigation of Allsteel will prove its completeness and convince you of the profit of handling it. Write for the facts—your territory may not be taken—and there is no obligation.

Complete assortment of Filing Supplies and Systems.

The General Fireproofing Co.

3680 LOGAN AVENUE YOUNGSTOWN, OHIO

Allsteel Transfer Cases. Allsteel protection, convenience and durability, cost little more than wood.

Allsteel Office Safes are made in four sizes—interior arranged as desired.

More Money For You

As an agent of the VICTOR Standard Typewriter you can easily earn additional money in spare time without interfering in any way with your present work. Hundreds of successful VICTOR Agents have done it already and hundreds of others will do it during the next few months.

Will you be one of them? It's up to you. We want a good live Agent in your territory and are willing to open up negotiations with you. Write for full particulars today.

The VICTOR Standard Typewriter sells on sight. In it are combined the best features of other makes together with many exclusive VICTOR features.

The VICTOR is not on speaking terms with the repair man—a fact that has made it popular with sound business men who frown on heavy repair bills.

The VICTOR will not ruffle the temper of the touchiest of stenographers because it responds quietly and efficiently to their commands and requires no attention but an occasional drop of oil and the application of a type brush and a dust cloth now and then.

These features—and many others—make the VICTOR the "best seller" in the typewriter world.

Let us prove this to you. Costs you nothing but the postage to carry the attached Coupon to Scranton.

Send it along!

Kind Words

Matthew Bender & Company, Albany, N. Y.

We find the VICTOR better than other machines heretofore used.

Page & Davis, Boston, Mass.

Absolute dependability has installed the VICTOR in our estimation as the best writing machine on the market.

Exporters' Alliance, New York, N. Y.

We recommend the VICTOR to any concern needing a typewriter that will stand up under hard usage.

Arnold & Wanamacher, Philadelphia, Pa.

Our VICTOR has required no repairs, has given entire satisfaction, and is, we believe, as good a typewriter as there is on the market today.

OA 10-16

VICTOR Typewriter Sales Co., Inc. Scranton, Pa.

You may explain to me your Agency Plan.

Name.....

Address.....

Mr. and Mrs. Olney to Celebrate Sixtieth Wedding Anniversary.

The trade throughout the United States will be much interested to know that on October 18 Mr. and Mrs. George A. Olney will celebrate the sixtieth anniversary of their marriage. They will hold a little informal reception at their home, 163 Herkimer street, Brooklyn, where they will be pleased to meet as many of their friends as can come after 8 p. m.

Office Appliances extends its heartiest congratulations to Mr. and Mrs. Olney, whose long and useful lives are crowned with the love, devotion and respect of family and friends.

Soby Goes With Hammond.

John F. Soby, one of the old guard in the typewriter world, is now connected with the Hammond Typewriter Company, where he is working in the general manager's department developing a wider range of uses for the Hammond machine, particularly among executives of commercial institutions the country over.

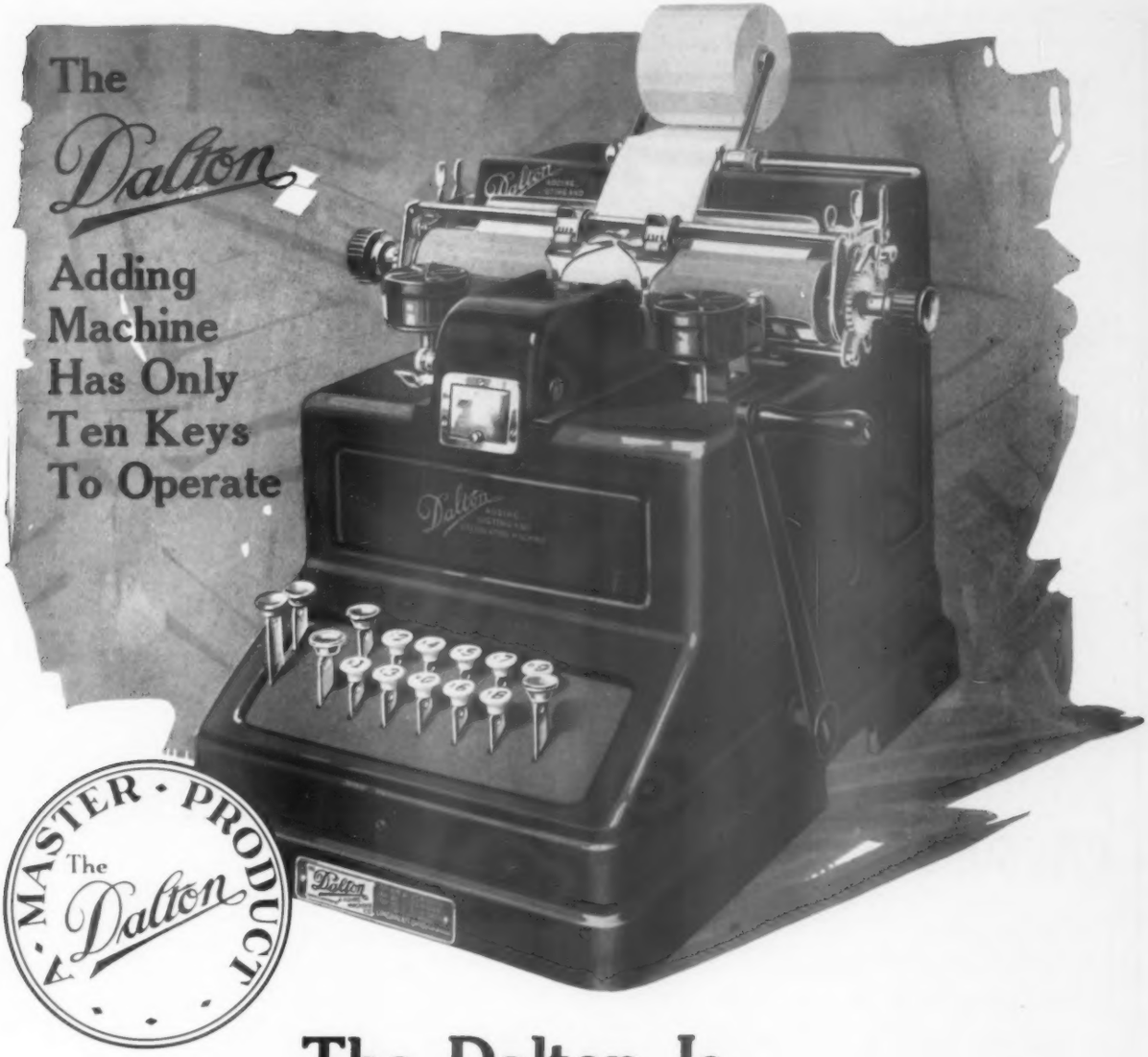
Mr. Soby began his work in the typewriter field about 1881, and for many years was connected with the Remington Typewriter Company. He managed their Philadelphia office for about fifteen years and was later connected with the executive department as assistant domestic manager. In 1911 he took up work with the American Multigraph Sales Company, where he managed the sales in the eastern field, opening up the eastern business for that company and starting the New York office. Following this connection he returned to his work with the Remington Company for a time. He was active in laying out plans for starting the Business Bourse in New York, and during the last three or four years has been doing special work on his own account in sales analyses, etc.

John F. Soby, who has joined the Research Department of the Hammond Typewriter Company.

In associating himself with the Hammond Typewriter Company, Mr. Soby follows the line of natural training and desire. He finds the work with the Hammond exceedingly attractive and is enthusiastic over the opportunities which the new Hammond machine presents.

A Royal Promotion.

J. L. McAvoy, formerly assistant field manager of the Royal Typewriter Company, was made field manager of that company on September 1. This advancement places



The Dalton Is Built for Your Business

Whether you run a bank, operate a department store—or the simplest grocery, the Dalton, because of its wonderful adaptability can solve your problem—is ready to serve you—to give just those peculiar computing, listing and auditing values you need in your particular business.

That 10 Button Keyboard

The Dalton makes your work easier—quicker. It eliminates many operations. It adds and multiplies faster. It subtracts and divides with facility. It handles fractions with ease and rapidity. It cross-foots; checks postings; figures percentages and discounts; makes out monthly statements; in every case rendering a physical audit slip of the work performed.

There is nothing difficult—nothing to learn. The secret of it is the simple ten-button keyboard that fits your hand so perfectly.

Let Us Prove It to You

Operatively and mechanically the Dalton is the simplest of all adding machines. It has fewer parts — it has only 10 keys. Each key has a light, uniform touch—a short dip. It will register faster than you can count—swifter than you can call the numbers. It won the Gold Medal for simplicity and speed at the Panama-Pacific Exposition. It has seen years of service in thousands of offices, and long ago conclusively demonstrated its durability and worth. The Dalton will meet your every purpose—will supply your special need. Write for descriptive literature—it's free.

The Dalton Adding Machine Co., Norwood, Cincinnati, Ohio

METTLE WILL TELL

in an article as well as in an individual under unusual difficulties, and dealers find Consistency of Quality and Service in

NEIDICH PROCESS
CARBONS AND RIBBONS

despite the perplexities of the raw material situation.

This is a factor of prime—and increasing—importance, and we are sparing no expense to maintain the inherent worth of our products—depth of color, legibility, the cleanness and superior wearing qualities of both carbons and ribbons.

Neidich Process Company
BURLINGTON, N. J.

"The factory behind the goods"

him in one of the most important managerial positions in the company, and is his reward for steady, hard and conscientious work in the Royal field department, covering a period of almost six consecutive years.

Two Recent Books on Railway Organizations.

A clear and usable book on this subject has long been needed, and James Peabody's attractive volume will be found more than adequate. His position as chief statistician of the vast Santa Fe system gave him unique opportunities for collecting material, and he proved himself capable of scholarly and interesting presentation when (shortly before his death) he wrote "Railway Organization and Management."

"It is not surprising," he remarks in the introduction, "that the railroad organization to the uninitiated seems to be bound 'round and 'round with an endless amount of red tape, exhausting patience and trying and expensive; whereas if the organization were properly understood and the activities of each department borne in mind this seeming over-complexity would disappear.

"Railway administration involves so many and such widely varied subjects as to require for its successful conduct the largest possible survey as to commercial conditions, coupled with a knowledge of detail that takes into account all the varied operations incidental to the service. Properly to manage such an undertaking necessitates the employment of many men of many minds, and the plan by which homogeneity and efficiency are attained is known as railway organization."

The various departments are taken up in order—administration, engineering, operation, traffic, accounting, etc.—and the work of each and the arrangements for performing that work are clearly set forth. Charts show the relations of the officials to each other and guide the reader through the complexities of the organization.

The book also discusses the problems of all kinds which railroad men have to meet—from the occasional vagaries of lawmakers to the scarcity of wood for ties. Such vital topics as government regulation, valuation, education of apprentices, pensions, staff versus line control, reports, statistics, advertising, competition, track elevation, electrification, traffic associations, rate-making, interline billing, the management of great terminal stations—all have concise but illuminating treatment.

The book is issued by the La Salle Extension University, Chicago, and forms part of the material of its course in interstate commerce.

Another recent publication of La Salle Extension University which has become of special interest to the public from recent developments in the transportation world is "Railway Regulation," by Professor I. Leo Sharfman of the University of Michigan.

Not a Good Cabinet for Filing Live Kittens.

The following letter, received from one of the Texas agents for the Shaw-Walker Company of Muskegon, Mich., surely represents a demonstration of some of the points of the Shaw-Walker files. The letter came from Amarillo, Tex., and was as follows:

"My baby daughter carried a month-old kitten with her this morning out to the fair grounds where we were putting the finishing touches on our booth for the opening of Panhandle State Fair. For safe keeping we 'filed' the kitten in the bottom drawer of a four-drawer Steelup, which is a prominent feature of our booth.

"But directly, the kitten was under our feet again, so the kitten filer re-filed, with a stern injunction to young daughter to leave the item alone. In a few minutes the

Complete and Practical in every Detail

The Noiseless Typewriter

100% NOISELESS

Highly commended by well-known representative concerns after exhaustive tests, resulting in repeat orders and standardization of equipment.

The practical Noiseless mechanical construction not only insures a permanent noiseless result, but also increases durability by preventing the usual excessive wear and strain caused by the hammer method of typewriting.

Our catalogue will interest you. Send your address and we will mail you a copy at once.

THE NOISELESS TYPEWRITER COMPANY

General Sales Offices:
253 BROADWAY, NEW YORK, N. Y.

Factory:
MIDDLETOWN, CONN., U. S. A.

Sales Offices:
NEW YORK CHICAGO PHILADELPHIA WASHINGTON BOSTON BUFFALO

The Sundstrand SPEEDS

Portable

Adding and Listing Machine

is the best guide you can have in your business. It will show you which way you are traveling—to success or failure.

The Sundstrand has scaled the high walls of exorbitant price, complicated mechanism, cumbersome weight and size, and difficult operation.

Note These Features

SIMPLE CONSTRUCTION

The simplest of all adding machines. Fewer parts. No delicate adjustments. May be subjected to the severest tests and constant usage. **Guaranteed for two years.**

SIMPLE OPERATION

Only **ten** numerical keys to operate, scientifically arranged for ease of operation, speed, accuracy and three finger touch method. Keys have short, light, uniform touch. Items are set up just as easily as the figures can be written with pen or pencil. A child can operate it.

AUTOMATIC

Automatically places figures in proper columns, automatically indicates number of digits set up, automatically corrects errors, automatically prints sub-totals, automatically prints accumulation of amount in machine.

EXTREMELY VERSATILE

The simple keyboard and automatic features eliminate many unnecessary and difficult operations. Will handle fractions as easily as whole numbers, and is exceptionally valuable for multiplication. In fact, anything from simple addition to multiplication, subtraction or division can be solved easily and quickly.

VISIBLE PRINTING

Printed items and totals always in plain sight of operator. Items are printed in blue and totals and sub-totals in red.

PORTABLE

Weight, fully equipped, about 25 pounds. Easy to carry from desk to desk or from one room to another. Size of base 8¼x15 inches. Handy on desk or table close to the work.

LOW PRICE

Seven models. Capacity, seven and nine columns. Furnished with interchangeable carriages, three sizes, 5, 8½ and 13 inches wide. Prices, $125 to $200. Sold on easy terms or 2% discount for cash.

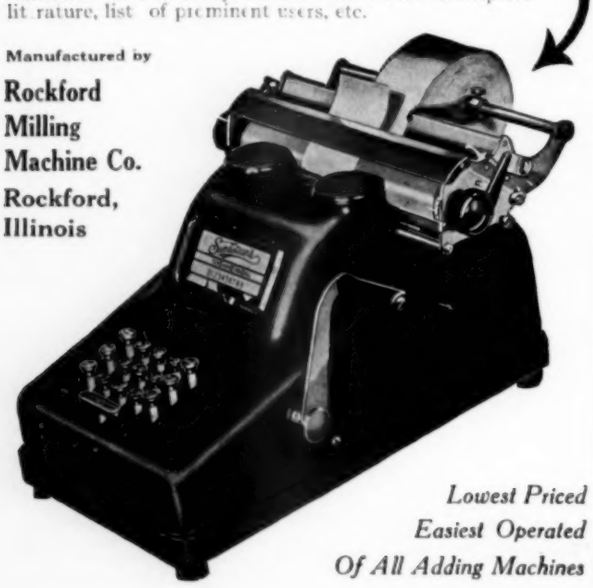
A Thorough Trial—FREE

We want you to give the Sundstrand a thorough trial. You may have a model of your selection on approval without the slightest obligation to buy. Compare its operation, speed, versatility, weight and size with other machines. Write today for illustrated and descriptive literature, list of prominent users, etc.

Manufactured by

Rockford Milling Machine Co.

Rockford, Illinois



Lowest Priced
Easiest Operated
Of All Adding Machines

cat was out again and Dorothy Louise came in for another lecture—and the cat went on file for the third time.

"This time the kitten filer watched the file and daughter both, so the secret came out, also the cat. In a minute the kitten had worked a tiny paw past the edge of the file, and thrusting his foreleg through, he gave a kick. The drawer coasted open silently, and puss gleefully frisked to the floor.

"Moral: Easy-running, noiseless Steelups are not good live kitten files except when locked."—H. M. Russell.

An Art Metal Salesman on the Border

The illustration here shown is a likeness of John P. Walsh, formerly Art Metal salesman for the Syracuse, N. Y., agents of the Art Metal Construction Company. Mr. Walsh is shown in the act of reading the most recent issue of the company's house organ, "Art Metal Service." It will be observed that he is in the uniform of a United States soldier. He is now on the border with the New York contingent of troops. The Art Metal Construction Company quotes from a recent letter from Mr. Walsh as follows:

John P. Walsh, formerly salesman with the Syracuse, N. Y., agents of the Art Metal Construction Company (The June Office Equipment Company), reading the latest issue of "Art Metal Service."

"It may interest you to hear that we have taken lengthy hikes recently under a temperature of 145 degrees in the sun. New York troops are moving out gradually and we hope to start before the end of the month.

"My particular job is guiding the destinies of an ambulance drawn by four devils on wheels known as Missouri mules. My vocabulary has been enriched to a surprising extent."

Royal Working Double Shifts.

Pending the completion of the addition to their factory, the Royal Typewriter factory at Hartford is running two full shifts. What started some months ago as night work on the part of the force has changed to a complete night organization, identical with the day force. Notwithstanding this practically doubling up of output, the Royal factory is far behind orders.

Takes Position with Pencil Sharpener Company.

J. Langdon Leslie, formerly connected with the American Writing Paper Company, has resigned and has taken a position as eastern representative for the Automatic Pencil-Sharpener Company, with offices at 395 Broadway, New York.

The Two Bits Out of the Dollar

TWO BITS—twenty-five cents! The cost of a tip—the price of a shine and a shave—an insignificant sum!

Is it? Wait a minute.

Suppose you multiply that two bits by the dollars you spend for printing each year. Now how much have you?

Say a thousand times two bits—two hundred and fifty dollars. Not an insignificant sum now, is it?

Let's see what interest you get on your money. Six per cent. is a good business average, isn't it?

Very well, then your two hundred and fifty dollars represents six per cent. interest on four thousand one hundred and sixty-seven dollars.

But that two hundred and fifty is fifty per cent. interest on five hundred dollars, and one hundred per cent. interest on two hundred and fifty dollars.

Now to what does this lead? This—

For an investment of from two hundred and fifty dollars to five hundred dollars in Multigraph equipment you can save two bits out of every dollar for printing.

And that is conservative, for thousands of Multigraph users save not only that but more—even as much as six bits, or seventy-five per cent.

Proof? Easy to get—impossible to dodge. The coupon will start you on the road to the facts and the saving. Are you interested now in the significance of the two bits? Then mail it.

THE MULTIGRAPH

Produces Real Printing and Form Typewriting, Rapidly, Economically and Privately

The Multigraph Senior

ELECTRICALLY driven and completely equipped for high-grade printing—with printers' ink, type or electrotypes; or for producing typewritten letters in quantities.

Prices, $665 to $715. Hand driven models, $200 up. Easy payments.

You can't buy a Multigraph unless you need it

The Multigraph, 1830 East 40th St., Cleveland, Ohio

Tell me more about saving the two bits out of the dollar.

Name .....

Official Position .....

Firm .....

Street Address .....

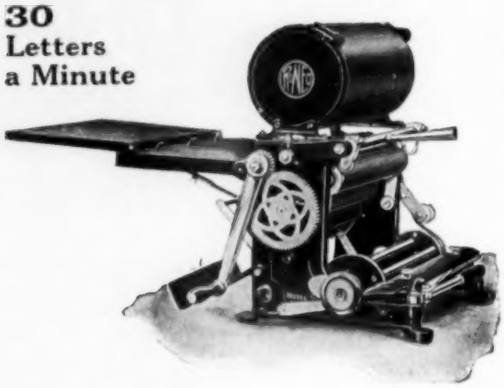
Town ..... State .....

I am interested particularly in .....

.....

.....

30 Letters a Minute



RONEO costs more than a Letter Press

—but think of what it does! It copies your letters neatly, speedily, and economically. It is unfailingly serviceable and is always in proper condition. Roneo eliminates wrinkly sheets, running ink, moldy smells, and rusty machinery. It is the fastest method of copying known today, and the copy it produces is as exact as a photographic duplicate. And although Roneo is the latest, most modern and most improved method on the market, it is not in any sense of the word an experiment. It has been on the market for over seven years and our customers are our best advertisers. Considering this record and these features, we believe we are speaking conservatively when we say

RONEO is cheaper than a Letter Press

Write for full information today

RONEO COMPANY

Roneo Building

117 Leonard St., NEW YORK

Puts Fountain Pen on Retired List After Long Service.

President H. E. Fisher of the Conklin Pen Manufacturing Company, Toledo, Ohio, was first to honor a fountain pen by retiring it on a pension. Many people are believers in and supporters of old age pensions, but President Fisher is credited with being the only one on record who has applied a pension to a fountain pen.

As may be seen in the illustration, the pen has been adorned with a blue ribbon and President Fisher wears an expression of satisfaction, the result of a realization of the excellence and success of his product. "This is just one more evidence," said Mr. Fisher, "of the splendid qualities and general efficiency of Conklin pens."

Some weeks ago C. B. Morse, New York City, with the Bartlett-Orr Printing Company, was in Toledo on a business trip. He took the opportunity of calling on the

President H. E. Fisher of the Conklin Pen Manufacturing Company, and a Conklin pen which has been honored by being placed on the pension list of the company.

Conklin people, intending to purchase one of the pens with the "Crescent-Filler" for a friend. While talking with the man in charge of the service station, Mr. Morse drew from his pocket an old Conklin which he said was purchased by him fifteen years ago and used constantly ever since without even a new point. "The pen is still a mighty good one," said Mr. Morse, "and I use it right along in my business."

The interested salesman called President Fisher to the scene. Mr. Fisher immediately declared that the old pen had earned a rest and added that he would like to "retire it on a pension." The owner being willing, Mr. Fisher took charge of the old pen and replaced it with one of the new and up-to-date models.

Although Mr. Morse was very much pleased with the new Conklin, he was sorry to see the old one make its departure. He had quite an affection for the ancient writing instrument. He told of its constant companionship in business and in pleasure—from the days when he was a reporter on a New York newspaper, through his career as manager of an advertising department, and in his present business connection. Later he confided that it

We Help You Sell This Popular Duplicator

The best stationers are looking for the best Duplicator, the easiest selling Duplicator that they can handle.

They are looking for quick sales, good profit, satisfied customers, and a manufacturer who makes good on his promises and his guarantee.

That is why many of them are selling the Evans All-Steel Duplicator.

The EVANS All-Steel Duplicator

The Proposition

The Evans proposition to dealers is a very attractive one. When you handle this Duplicator, you are backed up by our guarantee; and our national advertising helps sales. It offers a splendid opportunity to build a good, profitable business.

The 5-Year Guarantee

We guarantee the Evans All-Steel Duplicator for five years, and we stand behind this guarantee to you, and we stand behind you when you give this guarantee to your customers. Evans All-Steel Duplicators must make good—or we will. You can demand that of us always, and be absolutely sure of getting satisfaction.

Our Advertising and Your Sales.

Our advertising is reaching business men all over the country and right in your town. Its impression on them can be no other than favorable. We are telling them exactly what to expect of the Evans All-Steel Duplicator, and exactly what not to expect. Every man who needs this kind of duplicator is going to be interested.

All inquiries received from men in your territory, are immediately turned over to you, so that you can make the sale and get the profit—that is one feature of our cooperation with you.

Why It Sells to the Consumer

First, it supplies a particular demand.

Then, there are seven other reasons why the Evans All-Steel Duplicator is economical—each one of them is a selling point.

1. It is inexpensive to buy—low first cost and long life.
2. Its operation does not require expensive help—an office boy can do it.
3. It uses inexpensive stationery—any paper with a smooth surface, any size.
4. An Evans gelatine roll is fastened to the spindles on which it turns, by a special attachment. Without this attachment, 15 inches or so of printing surface would be wasted.
5. Its all-steel construction prevents the printed bed from warping as it might if it were made of wood. A straighter, even, durable surface is essential for perfect duplication.
6. The Evans has a guide for laying the paper exactly. This takes out the element of guesswork and prevents waste of paper.
7. It will make up to 50 *perfect* copies at a cost of 2 cents or less.

More Information

Write for our attractive proposition to you and we will send you also our descriptive booklet of the Evans All-Steel Duplicator. Write today.

EVANS PRODUCTS CORPORATION

46 Murray St. **New York**

Chicago **Philadelphia**

Wiping Out Figure Detail

Occupies less than a square foot of desk space.

Note the letter from John Wanamaker, New York

MONROE
Calculating Machine

John Wanamaker, New York, Philadelphia, Paris, represents the *last word* in merchandising and distribution. The "Wanamaker Way" has been synonymous for progress, system and business efficiency.

The Wanamaker position today is due to the ready recognition and adoption of the surest and most direct means of reaching results.

That's why the Monroe Calculating Machine occupies a place in the Wanamaker program.

We quote from their letter to us of June 24, 1916:

"I wish to take this opportunity to express my appreciation of the new Monroe Machine, lately purchased by us. "The machine really does splendid work, and I feel sure that through its use, we will be able to effect a considerable saving in time and effort in our work.

"JOHN WANAMAKER, NEW YORK".

Not only Adds but ***Subtracts, Divides*** and ***Multiplies*** as Easily as Other Machines Add. Every operation on the Monroe is direct—simply set the numbers on the keyboard and turn forward for Addition or Multiplication; backward for Subtraction or Division. Anyone can operate the Monroe after a few minutes practice.

Without obligation or expense to you, we shall be glad to apply the Monroe to your own figure work in your own offices.

Write for "Book of Facts" and Demonstration.

Monroe Calculating Machine Co.

General Offices: Woolworth Bldg., New York

Offices in Principal Cities

was with this implement he poured out his heart to the "best woman on earth." His tender epistles went forth at least once per day for a couple of years—and they were no short affairs either. This, he contends, is a sufficient test for any pen.

An examination showed the old Conklin to be in excellent condition in every respect. Even the rubber reservoir was practically as good as it was fifteen years ago.

Mr. Morse finally waived the romantic end of the pen's history and agreed with Mr. Fisher that in view of its continuous faithful service during all these years, it was well deserving of retirement on a pension. So it came to pass that a blue ribbon was tied about the old writing instrument and now its sole occupation is to repose quietly and restfully in a glass case—save when it is brought forth for exhibition purposes—never again to be required to do day's work.

A Useful Book.

"Ropp's Price Marking Tables" is the title of a book which has come to our desk, calculated to be of extreme utility to all retail merchants. Its name gives its scope, namely: "Ropp's Price Marking Tables and Profit Indicator, showing the selling prices to realize the per cent profit desired and cover all overhead expenses, with other labor-saving tables, rules and short-cuts. For the use of buyers, sellers and manufacturers of all kinds of commodities."

The book is written by Cyrus Ropp, of Chicago, and published by C. Ropp & Sons. The price marking tables are very complete and convenient, covering profits on sales from 5 per cent to 40 per cent in graduated amounts. All dealers will find this book of considerable advantage in estimating prices and profits. The book also contains some useful percentage and trade discount tables.

Messrs. Ropp & Sons have an interesting letter from Fletcher B. Gibbs, vice-president of Shea Smith & Co., complimenting them upon the completeness of their work, and from H. G. Moore, president of the National Association of Credit Men, New York city, also paying high tribute to the value of the book.

An Attractive Stationery Package.

Old Hampshire Lawn is the name of an especially attractive box of stationery which has been prepared for the trade by the Hampshire Paper Company of South Hadley Falls, Mass. This paper embodies beauty and character in texture and finish and is an extremely high grade product. The paper is exceedingly rich in appearance and exquisitely finished with a fine linen fabric. The box is tastefully designed and handsomely embossed in gold, with a touch of bright color to set it off. There is a suggestion of quiet elegance about it which promises immediate popularity.

Old Hampshire Lawn will be offered to the public in three sizes, constituting a range sufficient to meet all the requirements of a popular social stationery. This paper will offer the stationer a large enough profit and the company will make every attempt to maintain retail prices. Samples of this paper will be mailed on request.

Congratulations to Mr. and Mrs. Dave E. Bloch.

Office Appliances extends hearty congratulations to Mr. and Mrs. Dave E. Bloch on the arrival of Miss Muriel Jewel Bloch, who was born on August 22, 1916. Mr. and Mrs. Bloch reside at 725 Riverside Drive, New York city.

THE EVANS ADDRESSING MACHINE
COMBINED WITH
THE EVANS FLEXIBLE STENCIL
PROVIDES
THE IDEAL ADDRESSING SYSTEM

Adapted for use on all Mailing Lists having from One Hundred to Twenty-five Thousand Names

Price for Machine

$30.00

Without Stand.

Price for Flexible Stenciltype Fillers and Frames,

½ Cent each.

The EVANS addresses Envelopes, Post Cards, Notices, Statements, Tags, Bank Statements, Time Cards, Laundry Slips, etc.

The EVANS Flexible Stenciltype Fillers can be cut by any Stenographer, on any Standard Typewriter, without any attachments.

The EVANS meets the requirements of a long-needed general OFFICE Addressing System, that will handle all classes of work as well or better than machines heretofore costing several times as much, making it a useful and valuable machine in most any office or business.

Let us send you Descriptive Folder and particulars. We are now caught up on orders. Prompt deliveries can be made.

Several important territories are still open for branch agencies, capable salesmen are invited to investigate, send complete details in first letter.

EVANS ADDRESSING MACHINE CO.

257 Washington Street **Buffalo, New York**

NATIONAL ASSOCIATION NEWS

Information Concerning the Activities of the National Association of Stationers and Manufacturers from Month to Month

OFFICERS:

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Frank R. Welsh, Philadelphia, Pa.
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Edwin I. Baer, Canton, O.
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J. Herbert White, Buffalo, N. Y.
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Oliver J. Timberman, Cincinnati, O.
Richard B. Carter, Boston, Mass.
Edward S. Towne, Holyoke, Mass.
Carl M. Bernergau, Hoboken, N. J.
Andrew L. Weis, Monroe, Mich.

TIME AND PLACE OF NEXT MEETING—ATLANTA, GA., Oct. 9-13, 1916

SECRETARY'S OFFICE—41 Park Row, New York. INFORMATION BUREAU—411 Olive St., St. Louis, Mo.

Manager of Information Bureau, W. D. PITTMAN

Chicago Urged as the Next Meeting Place.

At the quarterly meeting of the Chicago Stationers' Association held at the Mid-Day Club last month, the following resolutions were passed:

"Whereas: The National Association of Stationers and Manufacturers of the U. S. A.—an Illinois corporation—was born in Chicago and had for its sponsor the Chicago Stationers' Association;

"And whereas: The National Association of Stationers and Manufacturers of the U. S. A. has not revisited the place of its birth since its natal day in October, 1904, be it hereby

"Resolved: That the Chicago Stationers' Association does now extend to the National Association of Stationers and Manufacturers of the U. S. A. a most hearty and cordial invitation to hold its 1917 annual convention in the city of Chicago, and pledges itself and its members to assist in every way possible to make such convention successful and to insure the comfort and pleasure of the visiting delegates and guests."

Fletcher B. Gibbs, president of the association, was elected the delegate of the association to the Atlanta convention, his expenses to be paid out of the funds of the Chicago association.

The Chicago delegation to Atlanta, which left on Saturday morning, October 7, filled three Pullman cars, but not all of the Chicago contingent were Chicagoans, for stationers came from many surrounding towns to enjoy the privilege of going with the Chicago party.

Some Features of the Atlanta Program.

Among the things which were scheduled to happen at Atlanta during the meeting of the stationers' association aside from the regular sessions of the convention, were the annual dinner on Wednesday evening, October 11, at the Capital City Club. Thursday, October 12, was named Atlanta Day. During the morning a Georgia barbecue was scheduled to be served at the Southeastern fair ground in Lincoln park. On another day the delegates and other friends were given a trip to Stone Mountain, the day including a golf game on a well known course near Atlanta.

The first session of the main convention was called to order by President Charles N. Bellman on Tuesday morning, October 10, at the Ansley Hotel. Following the invocation and the usual address of welcome were the reports of President Bellman, Secretary Byers and Treasurer H. A. Prizer. One of the speakers of the convention was Edward N. Hurley, chairman of the Federal Trade Commission.

Stationers poured into Atlanta on Monday by special trains from New York, Chicago and St. Louis. The New York delegation was headed by Charles A. Lent, that from Chicago by Fletcher B. Gibbs, and that from St. Louis by William J. Kennedy. All three of these delegations met at Chattanooga and joined forces for the rest of the way.

Important Movements on Foot.

A well defined plan developed just before the Atlanta convention for the re-election of President Charles N. Bellman, whose work has been marked by such vigor and progressiveness during the past year. Mr. Bellman is responsible for the organization of the Information Bureau in St. Louis, with the consequent widening of the scope and usefulness of the National Catalogue Commission. He is also the moving spirit in getting out the "Who's Who in the Stationery Trade," a handy little booklet of information regarding the association, and he has carried through many other ideas including the contest which was held at Atlanta, the terms of which have already been published in the stationery magazines.

Other names which found favor in pre-convention discussions were those of Charles H. Parker, of San Francisco, and William H. Brooks of W. F. Murphy's Sons Company, Philadelphia.

Readers of Office Appliances will be interested in the very full and complete report of the convention, which will appear in the November issue.

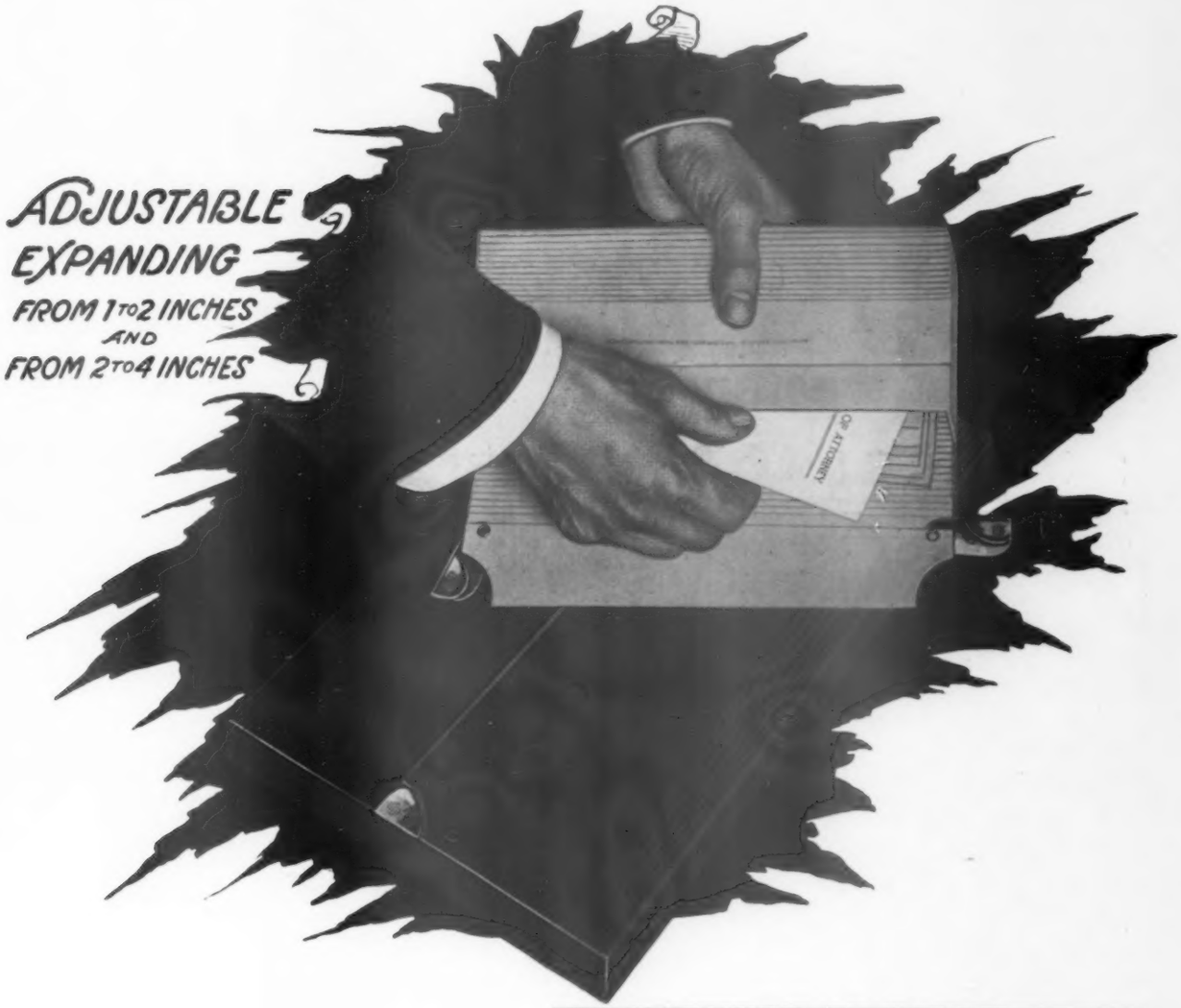
Important Meetings Held at Atlanta.

Aside from the annual meeting of the National Association of Stationers and Manufacturers at Atlanta, other important meetings were held, including the manufacturers' meeting, which was called by Edward E. Huber, first vice-president of the National Association, and the wholesalers' meeting, which was held at Georgian Terrace at the same time as the meeting of the National Association of Stationers and Manufacturers. The main part of the work of the wholesalers was handled by committees, and the idea was to exchange information and suggestions with the manufacturers. All of the principal wholesalers and manufacturers were present at the Atlanta convention, and the several meetings as scheduled were of much interest.

A more detailed report of these meetings will appear in the November issue of Office Appliances.

HERE YOU ARE JUST WHAT YOU'VE BEEN THINKING ABOUT SO OFTEN

Does away with those vexing tapes, strings and rubbers that break so often and rot so quickly. No bother using BANDLESS ENVELOPES



Price List of Stock Sizes

No.	DIMENSIONS	EXPANSION	PRICE Dozen	PRICE Fifty	PRICE Hundred
1	9 x 4	2 inches	$ 1.00	$ 3.25	$ 6.00
*D-1	9 x 4 Expands from 2 to 4 inches	4 "	1.25	3.50	6.50
2	9½ x 4	2 "	1.00	3.25	6.00
*D-2	9½ x 4 Expands from 2 to 4 inches	4 "	1.25	3.50	6.50
3	10 x 4¼	2 "	1.00	3.25	6.00
*D-3	10 x 4¼ Expands from 2 to 4 inches	4 "	1.25	3.50	6.50
4	10½ x 4½	2 "	1.25	3.50	6.50
5	11 x 5	2 "	1.50	4.00	7.00
6	10½ x 6 Note size	2 "	1.50	5.00	8.50
7	12 x 9 Letter size	2 "	1.75	6.00	10.50
8	15 x 9 Cap size	2 "	2.00	6.75	12.00

*Cannot be used until package is two inches thick.

Absolutely Guaranteed
Your money back without a word if you don't like them—
Order Now—Today

NATIONAL STATIONERS AND MANUFACTURERS ASSOCIATION

THE SMEAD MANUFACTURING COMPANY
Dept. C
Hastings, Minnesota, U. S. A.

$37.50 Hand Addressograph Prints 1,000 to 1,500 typewritten names and addresses an hour.

SEE IT "WRITE" NAMES

10 Times Faster Than Pen or Typewriter

3 PLACES

TO SEE ADDRESSOGRAPH

1 — IN YOUR OWN OFFICE
Our nearest salesman will carry a Hand Addressograph to your desk, give you a 2-minute demonstration and explain our 10 Day Trial Offer.

2 — NEW YORK BUSINESS SHOW Oct. 16th to 21st
All models of the Addressograph will be shown in actual operation in booths 29-30, 39-40.

3 — IN YOUR NEIGHBOR'S OFFICE
We will tell you who uses the Addressograph in your city so that you can go and see how it saves time and money under actual working conditions.

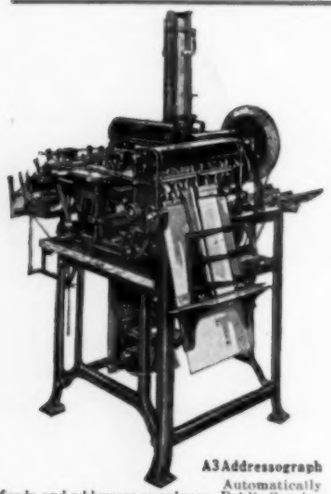
YOU have heard of its greatly increased speed over pen or typewriter addressing — and read that it cannot make mistakes or omissions; you know that certain of your business associates use it — but you never will appreciate how an

Addressograph
TRADE MARK
PRINTS FROM TYPE

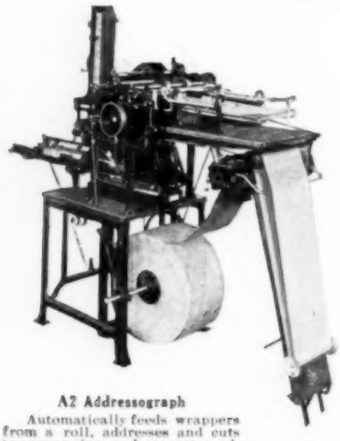
will save its cost in your office until you actually see it in operation. See the Addressograph in any of the three places mentioned opposite — note how it fills in form letters — addresses envelopes, post cards and circulars — exactly like typewriting — heads up and dates statements — writes names on checks — imprints pay forms, shipping tags and labels 10 TIMES FASTER than pen or typewriter, without error or omission. See its complete Card Index conveniences.

10 DAYS TRIAL—NO COST

Just Sign and Mail the Coupon



A3 Addressograph
Automatically feeds and addresses envelopes, Public Service bills, insurance premium notices etc., at a speed of 7500 an hour.



A2 Addressograph
Automatically feeds wrappers from a roll, addresses and cuts to proper size, and seperates address plates into separate filing drawer for those subscribers whose subscriptions have expired.

ADDRESSOGRAPH CO., 903 W. Van Buren St., Chicago, Ill.

TELL us how we can save with the Addressograph in handling the class of work checked, and explain Hand Addressograph 10 Day Trial Offer.

Number of names _____

- ○ Addressing envelopes, post cards, circulars
- ○ Filling in form letters
- ○ Heading up and dating statements, ledger sheets, etc.
- ○ Addressing Public Service bills, insurance premium notices and receipts
- ○ Listing names in vertical columns on pay sheets, route sheets, journal sheets, etc.
- ○ Imprinting employes' names on pay envelopes, time cards, checks, pay receipts
- ○ Writing names on dividend forms
- ○ Addressing shipping tags, labels

Name _____

Firm _____

Town and State _____

William R. Priest.

Group of Oliver Men at Recent Atlantic City Gathering.

C. W. Price and F. K. Pennington.

C. H. Stanley.

An Oliver Gathering.

An informal gathering of some of the men connected with the sales department of the Oliver Typewriter Company was held in Atlantic City on the 11th of September.

The men were fortunate in the coincidence of their meeting, and also in the fact that President Lawrence Williams was present.

It was brought out that the remarkably rapid growth of the Oliver typewriter business has brought extra demands upon every department and it was of great value to know that this had been foreseen and that increased facilities in every direction, both manufacturing and distribution, had been arranged for.

Although those present at the meeting received many invitations which had in view the pleasure and entertainment of the visitors, it was possible to accept only a few of these kind invitations as the demands upon the time of the men made the meeting all too short.

However, the photographer managed to coax some of the men in front of the camera for a snapshot, and Office Appliances is pleased to present herewith a reproduction of some of the results which the camera gave.

In the group picture are represented the following gentlemen who help spread the fame of the Oliver:

Left to right, standing—J. H. McDowell, T. N. Parker, William R. Priest, President Lawrence Williams, C. H. Stanley, H. K. Gilbert, G. M. A. Fecke. Seated—C. A. Wilson, R. Smeltzer, C. W. Price.

Readers of Office Appliances will recognize in this group the faces of men who have helped to make typewriter history. Since the picture was a snapshot, we may take it for granted that the "smiley" atmosphere which prevails is a faithful record of joy produced by association with such an organization as the Oliver Typewriter Company.

Sea With Sundstrand.

Philip N. Sea, formerly with the Chicago office of a prominent adding machine company, has become associate manager of the Sundstrand Adding Machine Company's office in Chicago. The Sundstrand company's office is located at 110 South Dearborn street. Mr. Sea is an adding machine salesman of successful experience and he expects to "make things hum" in his new connection.

Remington-Wahl Sales Increasing.

One of the noteworthy developments of the present year is the big jump in the sale of the Remington adding and subtracting typewriter.

It was announced last July that the sale of Remington-Wahls had already surpassed the figures for the entire previous year. Since then the big Remington-Wahl convention was held at Chicago, on which occasion the Remington-Wahl men pledged themselves to double their business.

The noteworthy Remington-Wahl progress of the present year is doubtless due in a great measure to the increasing interest of all business men in improved methods of mechanical accounting.

Group Picture Taken at Recent Sales Convention of the Kalamazoo Loose Leaf Binder Co. The Proceedings were reported in the September number but the picture came too late for use in that issue.

Here is a "Money Saver"

BEMIS COIN BAGS are in use all over the United States. Every Banker knows them and their quality has been proven again and again.

Bemis Bags have been filled with specie, dumped into a vault and left there long enough to rot ordinary bags, but when they were brought to the light again, they were found absolutely perfect and ready for continued use.

The denomination of contents and the firm name are printed on every bag, and tie tapes are provided for handy closing.

DEALERS

With this line you can make more money and extend your service to your banker customers. It is known throughout the country as standard and you will find it quick selling. Write for our proposition.

BEMIS BRO. BAG CO.

Cupples Station

ST. LOUIS, MO.

ESTABLISHED 1858

NEW MACHINES and DEVICES

Useful New Desk.

Shaw-Walker of Muskegon, Michigan, have brought out a new flat-top "Indexer's Desk," which is here illustrated.

This indexer's desk is designed to expedite the rapid handling of card records of all kinds, as well as lists too large to be indexed to good advantage. It is claimed to have many advantages in the control of lists of all sizes where speed and convenience are essential. For instance, the makers state that a department store with credit lists, a gas company with meter records, an insurance company with renewal cards, or a publisher with subscription lists will find this indexer's desk a very marked improvement

New Shaw-Walker Indexer's Desk.

over the old style U-shaped tub desk, or the standing ledger desk.

The model illustrated when standing on the showroom floor appears to be the regular flat-top desk with a roomy writing surface 66x30 inches, and may be used in the office as such. But it differs from an ordinary flat-top desk in that the top is in three sections. Above either pedestal a sliding section may be pushed back, bringing the contents of the upper drawer into view.

Each of the four drawers holds several thousand cards, all within instant reach. These cards are arranged crosswise of the drawer instead of lengthwise. This makes reference to the cards speedier and easier.

Comfortably seated, the operator can work rapidly and unerringly with all the cards and indexes exposed to view. The added output per operator varies of course. But over the ordinary method of indexing a clear saving of one to two hundred per cent can be made. This is the unqualified statement of the manufacturers.

Another advantage is increased accuracy. Working

THE highest type of mechanical invention is that which saves the HUMAN BRAIN—the INTERNATIONAL does this to a nicety.

The MACHINE WAY of handling the Pay Roll, Scheduling and Adding work will always supplant the hand way when it means more speed and greater accuracy—business cannot wait for the slower method.

Dupont's are using four of these machines on their enormous pay rolls and have this to say, "Each machine does the work of eight clerks. It is one of the greatest labor saving devices on the market."

International

Let us show you what this machine is.

Baldwin Locomotive Works have two of our machines to take care of 18,000 men every week and the Baldwin man says, "It's a big job, but everything goes smoothly and mistakes are impossible."

We'll be glad to tell you how this is done—send for booklet "A."

Want to learn more about this wonderful machine—the STEEL BRAIN of BUSINESS? Write us and full information will be on your desk the next day.

Morris & Company's large pay rolls are added, listed, scheduled and paid with the INTERNATIONAL. Mr. Hollis, their genial paymaster, says, "Having been identified with handling large pay rolls for many years on a cash basis, and with the best mechanical devices, as they appeared on the market, I find the INTERNATIONAL to be an innovation in this line of work, correcting all perplexing features of past systems and eliminating the possibility of error. As a time and labor saver the machine soon pays for itself. Its simple operation makes the work a pleasure."

What more could one ask?

National Tube Company says, "We have every confidence in the machine—we have found it four times quicker than the human mind."

Better let us show you how this is done?

That the INTERNATIONAL is worthy of every respect has been shown since the very largest institutions in America are using it—are enthusiastic about it—firms where EFFICIENCY is measured by EXPERTS.

We want to say just one more word—and that is, that you write us at once for full information about this wonderful machine.

INTERNATIONAL MONEY MACHINE COMPANY

Terre Haute, Indiana, and Reading, Pennsylvania

REMANUFACTURED TYPEWRITER

A Guarantee *of* Excellence

The dealer in rebuilt typewriters places faith in the Ramer Trademark. He has good reasons for doing so, for

Ramer Remanufactured Typewriters

go through a complete manufacturing process, and no machine leaves our factory until it has been thoroughly tested to prove that it will give perfect service.

Send Your Orders Now

The Ramer Service does not stop with the production of a first-class article. All orders are given careful attention, and shipments go forward promptly.

WHOLESALE TYPEWRITER CO.

314-316 Broadway, New York, N. Y.

London: 136-137 Long Acre, W. C.

with the same indexes constantly the operator becomes more familiar with them and is keyed to a higher efficiency.

In case of errors in filing, responsibility is centered—as is also credit for the quality and quantity of work accomplished.

The writing top may be removed and the pedestals rolled into a vault at night, insuring protection from fire dangers.

This new model utilizes several entirely new features, which have been protected as far as possible by patents.

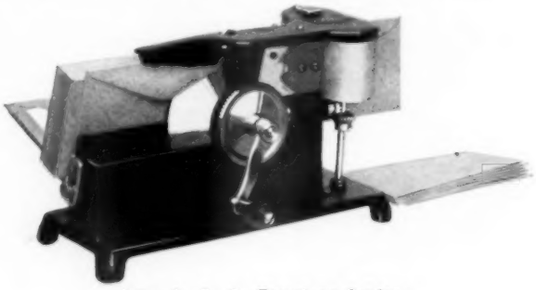
Being sectional, the desk is very adaptable and may be built up both in height and in drawer arrangement to suit the needs of any list. The interiors of the drawers, too, may be arranged for practically any sized cards.

Made of white oak, finished with brushed bronze trimmings, with drawers that glide on roller bearings, this desk is handsome, durable, and fully up to the standards of the Shaw-Walker line.

The indexer's desk as developed is the result of much effort and thought to procure a more economical and adaptable method of handling card lists. Comments from large firms have been so favorable that there appears good reason to believe this has been fully achieved.

A New Sealing Machine.

The A. B. Crawford Manufacturing Company, 4751 West Jackson street, Chicago, is placing on the market a new envelope sealing machine in which the moisture for



New A. B. C. Envelope Sealer.

wetting the gum on the envelopes is supplied by a disc operating in a water tank, and the envelopes are sealed by passing through a pair of compression rolls. The machine has an automatic feed. The moistening disc instead of being a complete circle has a section cut away, and operates in connection with a small feed wheel on the top of the machine in such a manner that when a stack of envelopes is placed on the carriage the flap of the foremost envelope overhangs the path of the disc, and at each revolution of the disc an envelope is picked up and passed through the machine. In other words, all the operator does is to place a bunch of envelopes on the carriage and turn the crank, and at every turn of the crank an envelope is sealed.

The machine is substantially made of cast iron and brass, heavily enameled and nickel plated, and is gear-driven throughout. There is nothing to wear out or get out of order, and the machine makes a very attractive addition to any mailing desk. The machine is designed to meet the requirements of firms having fifty or more envelopes per day.

The name of the machine is the A. B. C. Envelope Sealing Machine.

New Diamond Steel Back Ledgers.

The Nelson Corporation, 4114 Ravenswood avenue, Chicago, Ill., is making extensive arrangements to push its new Diamond steel back ledger. The company claims

PEDESTAL TYPEWRITER DESKS

HERE is a *real* desk and a *real* typewriter desk —in combination.

Use of the typewriting machine does not disturb the desk top nor anything placed upon it.

When in use the machine rests firmly and securely on its own platform. When not in use, machine and platform automatically disappear into a dustproof receptacle in one of the pedestals.

It is *the* desk for every office where typewriting and other clerical work is performed by the same person. It is *the* desk for executives and professional people.

No other form of desk is so *economical* because no other is so *convenient*.

Dealers who feature Pedestal typewriter desks in their advertising and selling plans reap the better profits which are the rewards of better service.

Manufacturers produce various styles of Pedestal typewriter desks but practically all of them use in their construction *The Seng Ball-bearing Mechanism* universally known for its efficiency and excellence.

THE SENG COMPANY

1468 Dayton Street **CHICAGO**

"Strong in the Joints"

Workmanship is a very important factor in the production of office furniture. Consider the joints in the office chair. If the manufacturer doesn't take time and care to allow the glue to set right, it doesn't take hold properly. Presently it lets go altogether, the dowel pins slide up and down in their sockets, and the chair is a creaky, crazy cast-off.

The Masters Line of Office Chairs

is made particularly strong in the joints. Our chairs are put together so that they stand the strain like a solid piece of wood. And the most important joint of all—the iron—has been given special attention. Taylor rotary chair irons are accurately made and scientifically adapted to their purpose. They are raised and lowered easier than any other iron; they turn on ball bearings and respond quickly and smoothly to any motion of the body.

All chairs of the Masters Line are built on the same excellent principles of construction. There is a wide variety of styles, however, and a range of grades to fit any requirement; there is a distinctiveness that enables the dealer to overcome any competition.

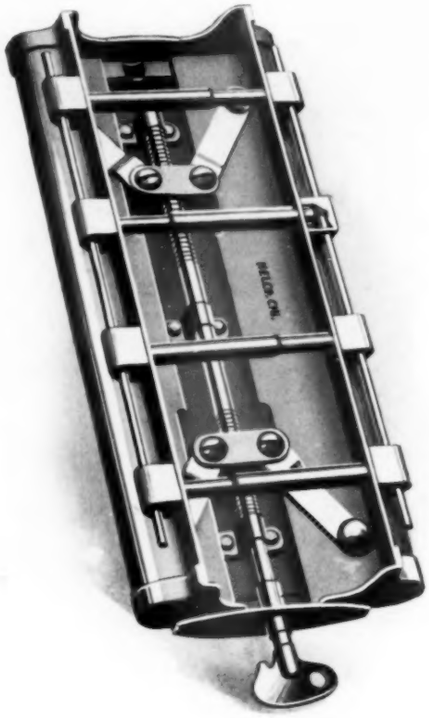
DEALERS: The Masters Line of Office Chairs will make you master of the office chair business in your community. Write for catalog and terms.

The Taylor Chair Company
Bedford Ohio

for the binder many excellent features and points of strength in construction which mean better service and more satisfaction. Attention is called to the illustration showing that the covers are supported by four double riveted hinges, giving substantial support to the covers.

A greater support on the four telescoping posts is obtained by an extra 3/8-inch bearing that each post has when telescoping into the tube holding the sheets, for the reason that when the ledger is closed to its minimum capacity each of the four posts protrudes into the steel lug by 3/8 inch, thereby gaining 3/8 of an inch more when the ledger is expanded.

Another feature is the third or center bearing for the main screw rod by means of a shoulder bearing. This



"Diamond" Ledger Back and Mechanism.

holds the inside mechanism positively and at all times in center and substantial position, eliminating any side motion whatever.

One of the most important features of this ledger, however, is the one-piece solid steel back-bone which, because of the special forming and offset curving, is absolutely solid. Special attention is called to the two traveling nuts, each having double wings which hold the expanding links in a balanced and firm position.

There are several other features of this improved steel back ledger which will be of interest to the trade. The Nelson Corporation is to be congratulated upon having secured the services of F. Dobe, its new designer and manager. Mr. Dobe is in charge of the company's factory at Ravenswood, and for a number of months since the reorganization of the Nelson Corporation's force has been installing new methods and new machinery. Besides putting this improved steel back ledger to the front, he has also perfected the company's new top lock binder and is making arrangements to push the metal hinge binders of all kinds instead of using canvas and leather hinge. There is now in course of preparation a new catalogue which will be ready in a short time.

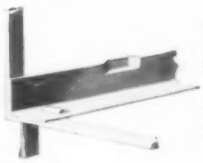
TRANSFER CASES

READY FOR DELIVERY

Van Dorn

Note the simple interlocking system which eliminates bolts.

The opening for hand at back makes very convenient carrying.



Rollers may be added at slight cost.

Note notch which joins cases side by side.

Magazine and direct mail advertising is already carrying the story of this case to your customers. Enclosing slips are ready for your imprint. Inquiries are coming in.

Contract now for your supply of cases—then impress these selling points on your customers by mail and word of mouth,—26 filing inches or 5000 letters per drawer; frames of tough, steel bars, not channels; no bolts; a simple, quick, interlocking system; letter and cap sizes; price—less than wood.

Get our bid on your requirements to January 1. Our dealer prices enable you to re-sell at an attractive figure.

THE Van Dorn COMPANY

METALLIC FURNITURE DEPT. CLEVELAND, OHIO

For a Big Fall Business

holds fifty staples and can be reloaded in a few seconds.

A single motion of the lever will bind securely without mutilation such papers as: Correspondence, orders, shop memoranda, job sheets, vouchers, cost and time records, pay envelopes, legal documents, etc., etc. In fact, any thickness of paper or cloth, etc., from onion skin to heavy cover stock—far greater thicknesses than can be handled by ordinary hand-binders.

Many other dealers in office equipment are making profits from the sale of Acme Binders. Write for literature on how the Acme line can help you increase your profits.

ACME STAPLE CO., Ltd.

1643-1647 Haddon Ave., Camden, N. J.

CANADIAN REPRESENTATIVE:
Ernest J. Scott & Co., 59 St. Peter St., Montreal

EUROPEAN AGENTS:
Progress Typewriter Supply Co., Ltd., 8-9 New Zealand Avenue, London, E. C.

New Calculating Machine.

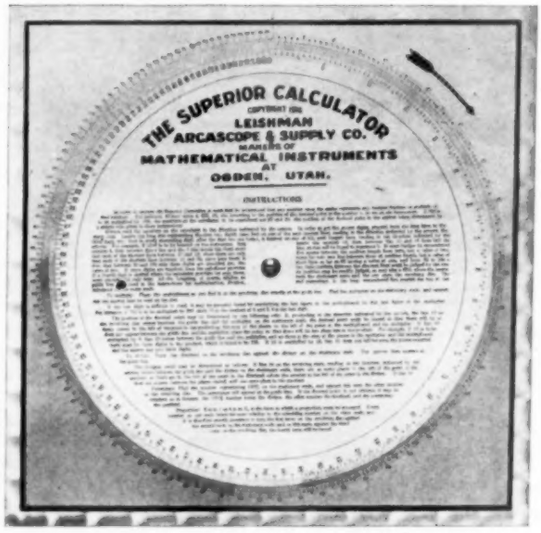
The Superior Calculator is a new mathematical instrument invented by LeRoy Leishman of Ogden, Utah, and now being manufactured by the Leishman Arcascope & Supply Company of that city, this corporation handling six inventions by the Ogden man.

The calculator is a disc of aluminum, superimposed on an aluminum base. Figures are arranged on both the outer edge of the disc and also on the base, according to the principles of geometric progression, so that the moving of the disc solves the problems. This calculator, it

The Dollar Adding Machine.

is claimed, will do its work faster than machines costing many times its price, and is being placed on the market at five dollars retail. It answers problems to the fifth place, handling both multiplication and division, figuring payrolls and percentages.

Another one of Leishman's recent inventions is the Dollar adding machine, made in wallet size. This adding



The Superior Calculator.

machine handles eight columns of figures. It weighs less than two ounces and for much office work is found very practicable and simple. The other Leishman inventions along mathematical lines are the Arcascope, Slideless slide rule, Percentograph and Midget calculator.

Two New Cuspidors.

Nos. 100 and 102 are the designations of two new cuspidors just announced by the Ireland & Matthews Manufacturing Company of Detroit, Mich. The No. 100 is a small cuspidor 7¼ inches high and the No. 102 is 8¾ inches high. These cuspidors are made from heavy sheet steel made rust-proof by a process now used by the Packard, Cadillac, Chalmers and other leading automobile manufacturers, on the exposed steel parts of their cars. The inventor of this rust-proof process guarantees it and the Ireland & Matthews Manufacturing Company states that from the experience they have had they believe that one of the old disadvantages of steel cuspidors has been overcome; that is, leakage from rust holes.

Answered—the Demand for Perfection in Fountain Pens

Easy to Fill

Fountain pen manufacturers have been trying for years to give the public a self-filling and safety pen combined, the barrel of which would be as smooth to the hand and fingers as the safety pen used to be.

They knew a self-filling fountain pen, in order to be self-filling, must have some sort of a mechanism with which to fill it.

Also that a fountain pen to be a safety must be so constructed that there is absolutely no possibility of ink escaping under any and all conditions and uses.

In their efforts to combine the two features, manufacturers lost sight of the safety idea.

You know the result—a fountain pen with either a slit, slot, lever, bar, groove, hole or ring on the barrel—visible evidence of the self-filling feature.

But, the Parker Pen Company realized that in order for a pen to be absolutely leak-proof, there must not be any holes in the wall of the barrel through which ink could and would in time leak through, the moment the reservoir on the inside wore out or sprung a leak.

They knew the dealers could not and would not stand sponsor for an undeveloped fountain pen, and eventually they knew the public would not buy them.

Instead of advising dealers to load up with a faulty pen, the Parker Pen Company held back and conducted further experiments.

They didn't work on the side of the barrel at all, but on the end—the logical place to which the ink should be drawn and from where it naturally flows to to the pen point at the other end.

They studied, planned and worked on a new self-filling mechanism until they had perfected the simplest and most durable self-filling device ever devised for fountain pens.

They eliminated the multitude of parts usual to most fountain pens and which get out of order easily and wear out quickly.

They found that just two pieces were all that were necessary—

—the bag of extra durable rubber and, inside of that, a thin shaft of special pliable steel, attached to a tiny button on the end of the fountain pen barrel, doing away entirely with any holes in the wall.

Fountain pen users now press this little button, thus bending the steel shaft, causing the rubber bag to expand.

The suction created by this expansion, draws the ink up into the bag, filling it completely in two seconds.

The result is the now universally known and internationally used PARKER SAFETY-SEALED SELF-FILLER—the only pen in the world with ***no holes in the wall*** through which ink can escape.

The only pen in the world which, in case of accident to the self-filling mechanism automatically changes from a self-filler to a non-self-filler, and can be used as such until it is convenient to have it repaired.

At first glance the trade knew that here was the highest developed fountain pen in the world.

At first glance dealers in every city, town and country knew that here was a pen that they could stand sponsor for—

At first glance the public knew that at last it could buy a fountain pen that could be carried in any position—flat, upside down—without leaking—

That here was the only SAFETY-SEALED Pen they could trust not to to soil hands, clothing, dainty dresses and purses.

And in addition they found that the PARKER SAFETY-SEALED SELF-FILLER fills itself in two seconds by merely pressing a button which, in itself, is SAFETY-SEALED.

Dealers who select the goods they are to sell with the same care that they select their bank, are instantly impressed with the fact that nobody is going to risk fountain pen troubles of other pens when they can buy a pen that is absolutely free from all fountain pen faults.

These are the dealers who are writing us for business details and who are now rapidly cornering the fountain pen sales among their customers.

There are 15,000 of them all over this country, but there is room for you if you will write today.

PARKER PEN COMPANY
192 Mill St. JANESVILLE, WISCONSIN

Safety-Sealed No Holes in the Wall

The Leader-News Office Building, Cleveland

is finished throughout in American Black Walnut. This means that tenants of this building will hardly regard their office equipment as appropriate unless it is made of the same material. Architects are specifying walnut for their finest office structures, and that is a big reason why you should stock furniture made of

American Black Walnut

You may have the mistaken idea that walnut is no longer to be had. This is absolutely erroneous. There is plenty of it—over fifty million feet is produced annually, and hundreds of manufacturers are using it in the production of interior trim, furniture, automobile steering-wheel rims, gunstocks, etc. Walnut is a fine wood, and costs more than ordinary material, but it makes the sort of furniture you can afford to brag about.

Our booklet will give you some new ideas on the subject.

American Walnut Association

Starks Building, Louisville, Ky.

These cuspidors are enameled in dark olive green to match the steel office furniture that is now being used in up-to-date offices. They are priced very moderately, at a considerably smaller figure than the brass cuspidor, and being made of steel will be less likely to become dented.

I. and M. Steel Cuspidor No. 100.

The company manufactured on Monday, September 25, 10,000 of the No. 100, and 5,000 of the No. 102. The steel required for this job amounted to over one carload. A second load of steel will be delivered in about thirty days and upon receipt of this the company will proceed to make up the second lot of these cuspidors. Order No. 1

Steel Cuspidor No. 102.

was received on September 21 and calls for 1,000 to be shipped by October 15.

P. A. Kempt, sales manager of the Ireland & Matthews Manufacturing Company, will attend the convention of the National Association of Stationers and Manufacturers at Atlanta this month, and will distribute among the delegates miniatures of this cuspidor suitable for use as a match safe or ash receiver.

A New Waste Basket.

The Massillon Wire Basket Company, Massillon, Ohio, has put out a new Daisy waste basket which is twelve

New "Daisy" Wire Waste Basket.

inches high and twelve inches in diameter. This new basket will retail at a moderate price. It is made in bright coppered finish only and packed one dozen in a carton.

300

SAFE-CABINETS

sold in one order
to one customer
by a

SAFE-CABINET DEALER

One of our dealers in an Eastern city has just made this, the largest single sale of Safes, and there was no trick Salesmanship about it. He simply told the plain truth about THE SAFE-CABINET, and the customer saw that this was the only Safe which would adequately meet his requirements.

There are similar opportunities awaiting other dealers and the profit is no mean sum.

Get the details of this sale and our plan for the agency in your district.

THE SAFE-CABINET CO.

Originators and Sole Manufacturers of

THE SAFE-CABINET

Marietta - - - Ohio

The Visigraph

Typewriter

is a combination of mechanism to yield the best writing, with the least effort, quietly and efficiently.

Every step of the Operator's progress in its use is assisted by facilitating devices, so that the finished writing is produced with the least mental and physical strain.

The **VISIGRAPH** is as nearly automatic as possible.

Catalogues on request.

General Agency for Great Britain:
35 Queen Victoria St., London, E. C.

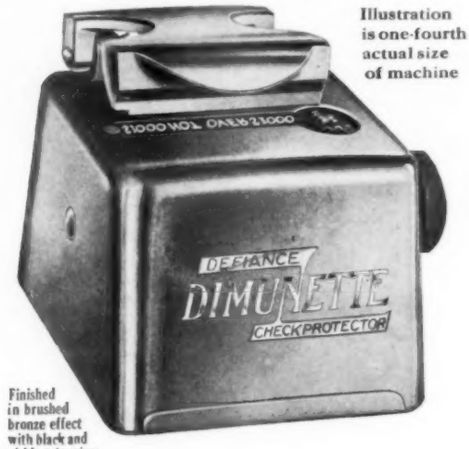
The Visigraph Typewriter Mfg. Co., Inc.
Lenox Ave. and 116th Street
NEW YORK CITY, U. S. A.

A New Pocket Check Protector.

The "Dimunette" is the name of a new pocket size check protector which has recently been produced by the Defiance Check Writer Corporation of Rochester, N. Y.

The "Dimunette" is finished in black, nickel and brushed bronze effects. It is light enough to be easily carried in the coat pocket. It is 4¼ inches wide, 3½ inches deep and 3⅝ inches high. It is solidly built throughout. The inking roller is easily removed and re-inked, and will last as long as the machine. The "Dimunette" not only breaks the fibre of the paper of which the check is made, but forces acid-proof ink into the fibre. It writes a limiting line in red. In operation it is extremely simple and convenient.

The Defiance Check Writer Corporation is planning a



"Dimunette" Check Protector.

national advertising campaign to establish the low retail price of the Dimunette in the minds of users and to bring customers to the dealers. The Dimunette will be sold through dealers. The manufacturers already have enough orders in hand to keep the factory busy for months, and urge dealers who would handle this device to get their orders in as early as possible.

New Telephone Receiver Ear Cushion.

Among the recent improvements in office equipment, the new telephone receiver ear cushion, made by the B. F. Goodrich Company, Akron, Ohio, has proved a decided

Goodrich Rubber Receiver Cushion.

advancement over the old styles. The style and the nature of the rubber in this cushion are such as to eliminate the disadvantages of former types and to increase the effectiveness of the device. The new cushion completely covers the ear and excludes all noise from without. Its inside shape tends to soften and clarify the tone. The excellent cushioning effect is gratifying to the ear and the

When you think Pencil Sharpeners you think "Chicago" or some other of the Automatic Pencil Sharpener line

THE CHICAGO PENCIL SHARPENER

Used in all corners of the world

CHICAGO Pencil Sharpener Standard Model — Sharpens standard pencils

$1.00

CHICAGO Pencil Sharpener Giant Model—Sharpens every pencil and crayon made

$1.50

The retail prices of these sharpeners are within the reach of everybody. Although low in cost, they are high in point of efficiency.

There is a liberal discount to the trade which makes it worth while for dealers to stock these sharpeners and push their sale energetically. Advertising matter, including cuts and other selling helps sent for the asking.

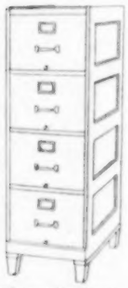
Both foreign and domestic business is given the best of attention. Use us as your source of supply.

Automatic Pencil Sharpener Company

1440 GARLAND BUILDING - - CHICAGO

—When every foot of floor space counts

The growing business, cramped for filing room, appreciates the space economy made possible by Macey Corporation Upright files. A battery of eleven Macey Files of the type illustrated here occupies less floor space than ten of ordinary files—and the saving is effected without sacrifice of filing space. New and unique features in construction make possible this economy.



Macey files have maximum filing space with minimum floor space.

Macey

Corporation Files

The right end of each cabinet is recessed to receive the projecting left end of the adjoining one attaching and inter lock joint with but one pilaster at the intersection. One pair of end panels completes a single file or a battery of files. They will accommodate any of your standard size records—from 3 x 5 cards to 12 x 18 sheets. The drawer fronts of the corporation files are of five ply wood and the bodies of metal. All drawers move on progressive side suspension roller bearing slides.

Careful Buyers Choose Macey Products

Macey files meet the requirements of the most exacting buyers. Those of the most important sales we have made have only been effected after the severest tests of all makes. The Macey line is complete with Horizontals and Vertical file units in both wood and metal and filing cabinet supplies. Send now for booklet fully describing Macey Filing devices.

THE MACEY COMPANY
Grand Rapids Michigan
CANADIA FURNITURE MANUFACTURERS, Ltd.
Woodstock, Ontario, Canada Canadian Representatives

THE MACEY COMPANY
Grand Rapids, Michigan
Without obligation kindly send me your Corporation File Catalog No. 4116.
Name
Address

weight is much less than in former models. The rubber is soft yet has just enough body to hold its shape and avoid flabbiness from constant use. The large sales of this new Goodrich telephone ear cushion have shown it to be an office luxury which once used becomes a permanent business convenience.

A New Stationery Tray.

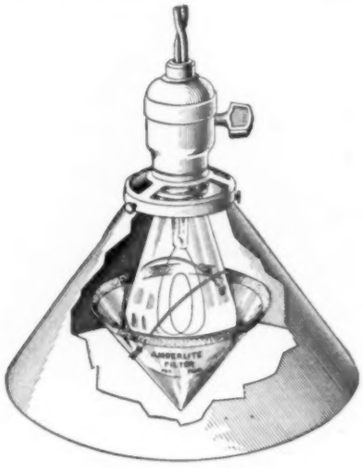
The Typewriter Tidy Tray, a patented device manufactured by Frederick Brady of Middletown, Delaware, is designed to take care of letter heads, bill heads, envelopes,

Typewriter Tidy Tray.

postal cards, etc. While being kept ready for use in a drawer of a stenographer's desk, this device is so arranged that a single drawer may accommodate from nine to fifteen different kinds of stationery, all easily accessible and kept in proper shape. The closing of the drawer jars each kind of stationery into a smooth, compact pile. With a tray having only three leaves, one can have long and short letter heads, long and short copy sheets, long second sheets, two sizes of bill heads, several sizes and kinds of envelopes and postal cards, all in one drawer, all clean in perfect order, and in such condition that anyone by opening the drawer can immediately tell what each pile contains, and get any one sheet or envelope easily. The tray is so made that it can be adjusted in any ordinary size of drawer.

An Eye Saving Office Device.

The Chicago Eye Shield Company, 2300 Warren avenue, Chicago, has placed upon the market a device which is

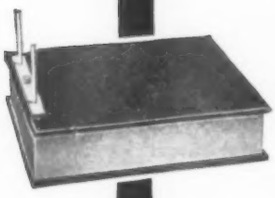


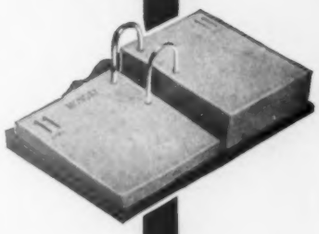
"Amberlite" Filter.

intended to decrease the harmful effects of a strong electric light without interfering with work done under such light. The device is known as the "Amberlite" filter. Rays, after passing through this amber-colored, trans-

The House of Tatum

Established 1859

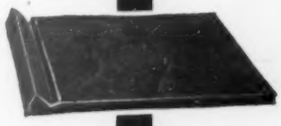




LOOSE LEAF DEVICES
STATIONERS' SPECIALTIES
POWER PAPER DRILLS
Paper Punches and Perforators

Our goods are known throughout the world and for 57 years have maintained a uniform standard of quality. We manufacture a complete line of

Loose Leaf Ledgers	Copying Presses
Post Binders	Copying Appliances
Sheets and Indexes	Ink Stands
Price Books	Paper Weights
Photo Albums	Stick Files
Magazine Binders	Catalogue Racks
Loose Leaf Metals	Stationers' Glassware
Twine Boxes	Wire Letter Trays
Mail Boxes	Wire Waste Baskets
Dumb Bells - Quoits	Broom Racks

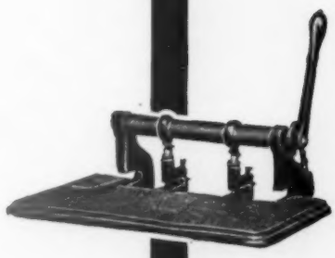


Paper Punches operated by hand, foot, steam or electricity, Paper Perforators, Single and Multiple Spindle Paper Drills, Indexing and Tab-Cutting outfits and other up-to-date equipment.

Our long experience in oversea shipping insures careful attention to Export orders.

Catalogues on request

The Sam'l C. Tatum Co.



Main Office and Factory
Cincinnati, Ohio,
U. S. A.

New York Office
54-60
Lafayette Street

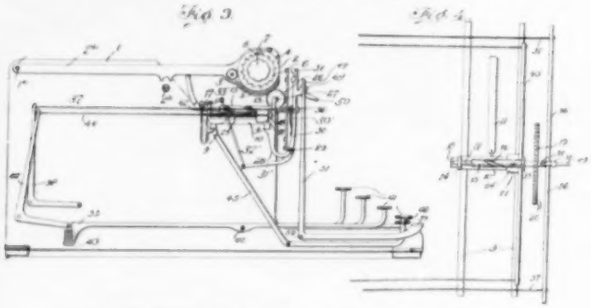
Makers of "The Line of True Merit"

lucent filter, it is claimed, have lost the elements which cause burning sensations in the eyes and consequent headaches.

"Amberlite" filters are made of the best grade of Pyralin, in just the shade of amber to neutralize harmful elements of light and transmit only beneficial ones. The "Amberlite" filter is permanent in color, unbreakable, and made to attach or detach in an instant. It is said to have the endorsement of eye specialists.

A New Typewriter.

Omar M. Highly of Converse, Ind., has recently invented a typewriter, which he describes as follows in a recent communication to Office Appliances:

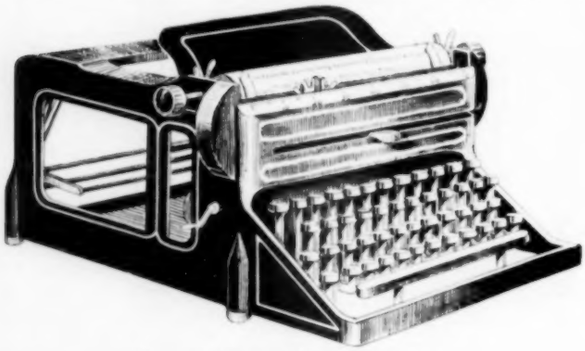


Detail View of Omar Highly's Typewriter.

It will be noted that the general outward appearance of my device can be made to somewhat resemble some of the type bar machines.

Some of the important novel features of my invention are, that instead of the platen shifting horizontally to produce line writing, it remains stationary in that respect, while the type member does the shifting; that the device is so extremely simple in construction it is believed the cost of manufacture will be so cheapened that the device could be profitably manufactured and sold as a toy; that the device can be made to write duplicate copies directly from type by simply adding other type disks, impression levers, and platens, as shown in the accompanying illustration. The foremost type disk, if not any of the others, can easily be made interchangeable, thus making it possible to write in different sizes and fonts of type on the same machine. I considered it advisable also to protect these duplicating arrangements and interchangeable type arrangements.

The usual ribbon inking means can be employed on this device, instead of the rotary inker as shown, and any of the well-known forms of escapement can also be used instead of that shown, the only difference being that the



General View of the Typewriter.

operation would be somewhat different.

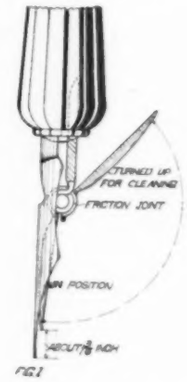
It is believed that the device can be made to develop almost as great, if not fully as great, a speed as any of the type bar machines, because it is not necessary that the type disk be in its normal rotative starting position at any time during writing, except for those characters that always remain in writing position when the machine is not in use. Thus, if a character to be written requires a further rotation of the type disk than that required by a preceding one already written, it is not necessary that the type disk return to its normal rotative starting position before depressing the key of the character to be written, because the depression of the key of the character to be written will cause the type disk to further rotate anyway, so as to bring the proper character into position. And in case the character to be written should require that the type disk return nearer or entirely to its rotative starting position, it would not then be necessary for the type disk to be sufficiently returned to bring the proper character into position before depressing the key of the character to be written, because the type disk would be stopped by the key when the proper character came into position. I further believe I have made provisions whereby the device can be made as easy of operation as most any other machine.

Any of the modern improvements and attachments, such as the tabulator, back spacer, etc., are, or can be made adaptable to this machine.

Mr. Highly wishes to dispose of his patent on the foregoing machine.

An Ingenious Pen Attachment.

The "Dip-Less" pen attachment is the name of a useful little device which has been placed on the market by the Dip-Less Pen Attachment Company, of Chicago. The



"Dip-Less" Pen Attachment.

device may be termed a "brains and ink" saver. Primarily its purpose is to minimize the necessity for dipping the pen into the inkwell. The device is made of only two pieces of metal—the part which fits into the holder and a little spoon feed. After the attachment has once been fitted into a holder—a matter of a second's time—it remains there as long as the holder lasts. Pen points may be changed without removing the device.

With one dip of the pen the little attachment receives ink sufficient to write some two hundred words or about an ordinary letter sheet full. The advantages of such an attachment in signing mail, etc., are self-evident.

The Dip-Less pen attachment is made of bronze and is furnished in plain bronze, nickel plate, and gold plate.

The retail price is very reasonable and attractive terms are offered to dealers.

The company manufactures with its own tools and dies and has already met with encouraging success.

Further information and prices may be secured from the Dip-Less Pen Attachment Company, 1905 Leland avenue, Chicago, Ill.

Weis

Sectional Bookcases

Make Ideal Xmas Gifts

More will be sold this year than ever before. Now is the time to solicit your trade to assure them prompt delivery for Xmas. Early orders prove the most satisfactory to all. In the

Weis Expansible Book Sections

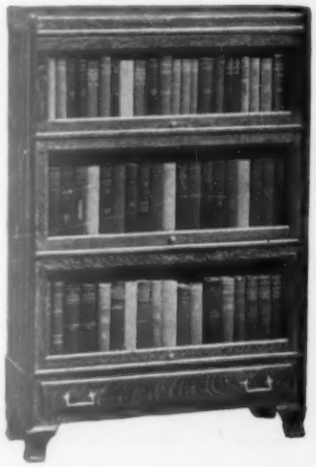
are incorporated many features which are valuable from the viewpoint of the salesman and also the purchaser.

The Dust Shield over the book space in each section excludes the dust and forms an independent recess into which the door recedes when opened. Riveted thru the Dust Shield is

The Door Guide or Equalizer which controls the action of the door so it can travel *only straight* forward and back. This Equalizer is substantially made of steel. It is securely riveted so there is no unnecessary play to allow the door to rub or stick.

Air Cushioned Doors are secured by the Dust Shield which encloses each section. The door fits against the Dust Shield and a projecting shoulder making the book space dust-tight and almost air tight. Doors close easily without slamming or noise.

Standard and Mission Styles You may make your choice from Standard design cases in Plain or Quartered Oak in any of eight finishes and also Mahogany and Birch Mahogany. Mission Design Cases are made in handsomely flaked Quartered Oak only. Early English, Fumed or Weathered finishes are most popular. Large variety of Leaded Glass Doors make the line still more adaptable and salable.



Get Bookcase Catalog "H" Both Sliding Door and Receding Door Type of Bookcases are listed in a variety of stacks and arrangements to meet many requirements.

Attractive Discounts to Dealers

The Weis Manufacturing Co.

162 Union Street Monroe, Mich.

New York Office 368 Broadway Chicago Display 511-515 S. Wabash Ave.

Made in Canada by Knechtel Furniture Co., Ltd., Hanover, Ontario

Weis

Filing Desks

Made to Fit a Business are Sure to Please Your Customers

Out-of-the-ordinary arrangements are accomplished by selecting from an assortment of ten kinds of drawers that are designed for filing different sizes of index cards, checks, vouchers, folded and flat letter and cap size papers—in fact any business papers that are to be filed and classified for quick finding. The left pedestal of this desk

Can be furnished in almost any desired finish

has slide shelf, drawer for 4x6 record cards, small storage drawer and cap width drawer equipped with follow-block, for filing legal size papers. Right pedestal has slide shelf, six drawers suitable for filing electrotypes and other printing plates or legal blanks, etc., also drawer divided into three compartments, each division of dimensions for filing folded legal papers, insurance policies, etc. Desk also has back panel and drawer between pedestals. In our dealers' catalog are illustrated and described numerous arrangements of desks—you should have one in your office to show to your prospective desk customers. If you haven't a copy write for one; it's free. Also bear in mind we are willing to assist you in arranging a desk for any specific purpose.

The Weis Manufacturing Co.

162 Union Street

Monroe -:- Michigan

New York Office—368 Broadway Chicago Display—511-515 S. Wabash Avenue

Also made in Canada by Knechtel Furniture Co., Ltd., Hanover, Canada

Weis

Ready Sellers

That Net a Liberal Profit

Merry Xmas Packages

of pleasing appearance contain a Weis Cooking Recipe Outfit in any one of the popular finishes listed. Have an

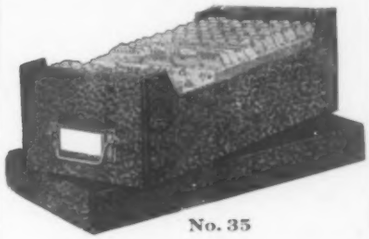
extra outside wrapper to keep the handsome embossed holly paper clean until you hand the package to the proud purchaser.

Better add a few to your next Weis order. Santa Claus will soon be here.

Fibre Board Card Indexes

as we make them are almost as serviceable as wood. The tough binder's board we use with its strongly re-inforced corners, is not easily broken. Black agate paper covering is neat and serviceable. 3x5, 4x6, 5x8 and 4x9 sizes, made with round rods and follow blocks.

Put them on your "Want List"—and include with your next Weis order.



No. 35

A Swinging Desk Stand should be a servant always at your call. It should come when you want it, stay where you put it, and retire quietly, unobtrusively.

Conscientious—Unpretentious

Weis

Swinging Desk Stands

are all this and more. They increase the desk room but do not occupy floor space. They swing freely—unless you set the Locking Device, then they stay where they are put. No vibration, no danger of collapse. Shipped K. D., compact in corrugated box, for Parcel Post re-shipment. We'll gladly tell you about them—and name attractive prices on small quantities.

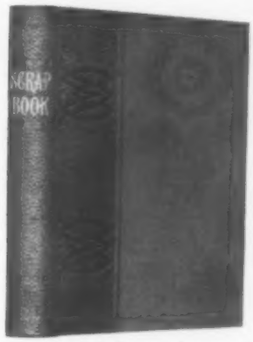
Promote Neatness

A Stationery Cabinet appeals to the systematic office person, not only

because it supplies an accessible place for the current supply of paper, but because *it saves paper* and looks attractive. Too much of a whole package of stationery is wasted through exposure to sun and dust. Keep the amount needed for a few days in a handsome Stationery Cabinet—it will pay you well. Quartered Oak in popular finishes and Birch Mahogany. Reasonably priced.

Lifetime Scrap Books

All Weis Scrap Books are made according to the same "recipe." The leaves are glued and rivited into solid wood backs. You can't pull out a leaf without *tearing* it. They give service and they look well while they are doing it. There are eight kinds



of bindings and three sizes. A few samples on your shelf will sell easily and make many satisfied customers.

Full Protection Enroute

The photographs, cards, calenders, folders, catalogs and pictures sent by your customer friends should have the protection of a Weis Security Mailer while in transit thru the mails. Security Mailers bend but they do not break easily. Made in many sizes at reasonable prices.

The Weis Manufacturing Co.

162 Union Street

Monroe, Michigan

Address Mail to Factory

New York Office—368 Broadway
Chicago Display—511-515 S. Wabash Avenue

Weis

Compact and Horizontal Filing Sections

meet the demand for various filing necessities in the office of executives and department heads, where perhaps the floor space is limited.

The Compact Filing Sections

are made 18 inches wide and in 15 and 24-inch depths. Greatest filing capacity in smallest space. Sections are interlocked by an ingenious and invisible device which is strong and accurately fitted. Thirty kinds of sections enables one to arrange a stack that will provide filing space for almost any standard size business papers and record cards. They are inexpensive considering their excellent workmanship, durable construction and handsome finish. The large drawer fronts are 5-ply veneer. Sections align with the Horizontal Line but do not intermember with them. Made in solid, seasoned Quartered Oak and Birch Mahogany. An attractive line of files. See illustrations of other stacks in Catalog M.

The Horizontal Sections

are the result of demand for a few filing sections to intermember with Weis Receding Door Sections. Made in 28 styles, capacities and sizes to meet almost every business or professional office requirement. Thirty-four (34) inches over all. "Compact Sections" shown here align with these longer sections thus utilizing almost any available space. Beautifully figured Quartered Oak in eight stock finishes, also Birch Mahogany. Let us tell you more about them—**Get Catalog "M."**

Weis Stationery Specialties

make instant appeal on an efficiency and price basis. Our catalog "M" is a veritable compendium of office specialties. All goods listed are of our own manufacture. When you want **Box Letter Files, Transfer Cases, Paper Clips, Scrap Books, Account Files, Midget Card Outfits, Letter Trays, Desk Stands, Etc., Etc.,** consult your Weis Catalog. Many benefits are derived from making your purchases of such sundries from Weis lines. Our policy of co-operation is an established fact of material benefit to many dealers. It is not merely a theory or promise. Get acquainted by writing now for your copy of catalog and information, prices, discounts, terms and selling helps.

The Weis Manufacturing Co.

162 Union Street - Monroe, Mich.

New York Office—368 Broadway *Address Mail to Factory* Chicago Display—511-515 S. Wabash Ave.

Made in Canada by Knechtel Furniture Co., Ltd., Hanover, Ontario

Meilicke Sight Systems

Will pay for themselves many times over right in your Business; users everywhere say they are exceedingly efficient, possess many desired new features and none of the objectionable ones common with other systems.

The Meilicke Dictaform

Stop Wasting Dictating Time!

Stop repeating over and over in your letters the same arguments and phrases. Such repetition means valuable time wasted. Write your letters the DICTAFORM way and every letter will be answered as if written when your mind was clearest. Surprisingly few letters require special dictation. The DICTAFORM enables you to build a letter-writing system to fit your own business. It makes it unnecessary for you to go through 95% straw to find the argument or phrase you are looking for. It saves dictating time—and gives you stronger, more forcible letters.

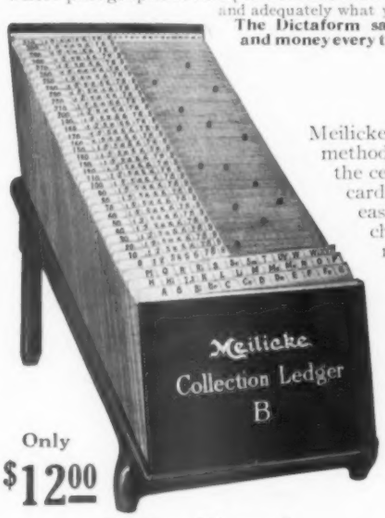
Showing Patented Hinged Card Feature.

Only **$12.00**

Note These Features

Loose leaf, hinged cards, that tip into perfect reading position. Leaves locked in so they are always in place. Changes can be made as often as you like, for you merely attach data to the card body. Headings on index cards can be changed to suit your requirements. No carbon copies necessary—number notations on incoming letters answer this purpose. You answer your mail when you please and alone, simply indicating by character signs, whole paragraphs or complete letters which tell forcibly and adequately what you wish to say.

The Dictaform saves you time and money every time you use it.



Only **$12.00**

Collect More Money

Meilicke Collection Ledger has the best features of both loose leaf and fixed leaf methods. Each card is hinged and securely held in frame by a rod running through the center. A quarter turn of the rod enables easy removal and replacement of any card at any time. The cloth hinge enables you to move the cards back and forth easily for quick reference. Cards need only to be tipped to make entries—no chance to misplace or lose cards as is common with other systems. No waste motions—every move counts—every card always in place when wanted—lasts a lifetime.

Combination Ledger and Collection System

It is vitally important to your business to know what collections shall be made today—tomorrow—and on days ahead. Here is the system which makes it impossible to miss these dates—which flags your attention automatically.

The Meilicke Collection Ledger insures your collection department against errors. Loose leaf—yet permanent—**every tab always in sight.** No other system gives you such a ready, steady rein on your business.

Dealers Wanted

Thousands of business dealers are finding Meilicke Systems quick and profitable sellers. Write for our proposition.

Write for Free Trial Offer

Send for descriptive circulars on all Meilicke Sight Systems, and details of our free trial offer. Meilicke Sight Systems are so radically different—so essentially practical—that we are willing to place them on a "make good" basis. Simply write for facts.

Meilicke Active Phone List $1

Here's the device that will double the efficiency of your telephone. Makes it unnecessary to flounder through a huge directory—to worry about scratch paper.

Solves the Phone List Problem

Puts every name—every number right before you—has a full alphabetical index. 99% of your calls can be listed in a Meilicke Active Phone List. Think of the telephoning time that can be saved. Cards are loose leaf and will hold 440 names, exchanges and phone numbers. Tens of thousands sold this year.

Made in three styles, detachable as illustrated, desk style and wall phone style.

Snaps on Phone

Detachable Style

MEILICKE CALCULATOR COMPANY

Makers of time and money-saving office devices

352 N. Clark Street Chicago, Illinois

If Our Phone Lists are not handled by your Dealer send One Dollar and we'll mail you Postpaid, either.

A Wonderful Record

has been made in the sale of *The New Woodstock Visible Silent Typewriter.*

The output is being increased as fast as new machinery can be acquired and yet the demand is ahead of the supply.

The Woodstock Typewriter *is Standard* in every particular and has *twenty per cent less parts* than any other standard machine. It is

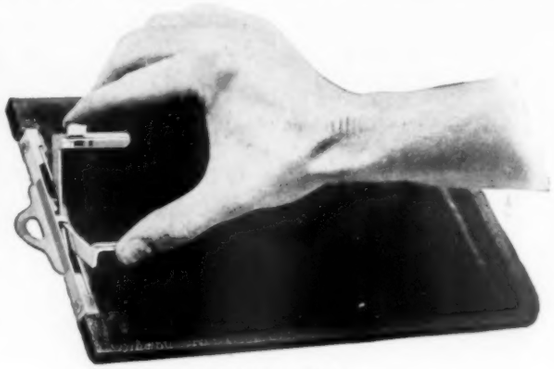
Simple—Durable
Artistic—Efficient

Territory is being rapidly taken on our new sales plan. *Dealers* and *agents* write for particulars.

Woodstock Typewriter Co.
WOODSTOCK, ILLINOIS

New Loose Sheet Holder

The Plew & Motter Company, Chicago, offers the trade a patented clip known as the "Auro" Clip Holder, for which the following points of superiority are claimed: It requires only one hand to operate the clamping members, which remain in upright position after they are once raised; it will hold one sheet or two hundred with equal firmness; when only a few sheets are inserted there is no hump or projection above the holder, which furnishes,



"Auro" Clip Holder.

it is said, an ideal clip for hospital use, being well suited for holding history sheets of cases and for restaurants in holding menu cards. Yet it may be used with equal facility for the carrying of invoices or bills in the regular mercantile establishment.

The device is to be manufactured in a variety of sizes and bindings, from the cheapest to the most expensive. Trade discounts will be liberal.

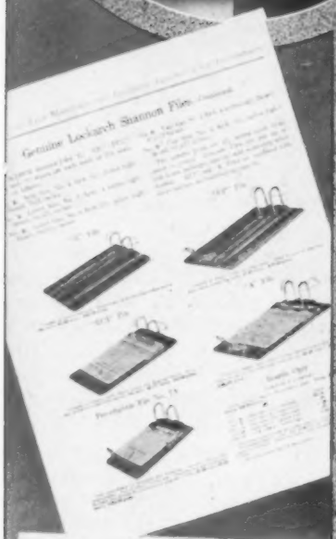
FlexiFile for Disc Records.

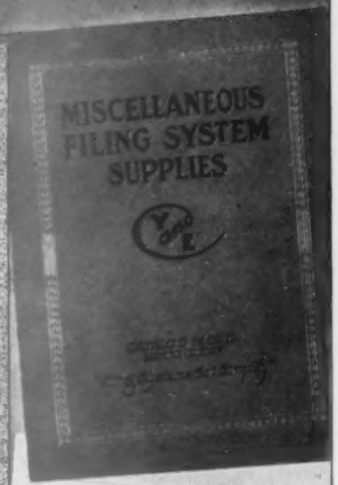
The FlexiFile system of filing according to the vertical system has been described and illustrated in Office Appliances. An interesting adaptation of the system has been brought out by the company. It is the FlexiFile

FlexiFile Disc Record Cabinet.

Disc Record cabinet, which is illustrated herewith. This cabinet may be installed with any style of machine which plays disc records. The advantages of the FlexiFile used in this connection are the same obtaining in other forms of the FlexiFile. The records stand erect and are easily

SHANNON SUPPLIES





"Reach for your Y and E Catalog"

Genuine Shannon means "Y and E"

The original Shannon idea, the designs, the improvements—everything that has brought about the success of this famous old line, is "Y and E".

Other manufacturers have entered our field, but nowhere else can you get the genuine Shannon for stock, as essential features of the original and successful line cannot be duplicated.

When you need Shannon, always reach for your "Y and E" catalog, which gives all necessary information about the *entire*, staple, time-tested line.

Lockarch Shannon Files	Shannon Indexes
File Perforators	Prescription Files
Single Arch Files	Deposit Ticket Files
Compressor Covers	Sales Slip Files
Shannon Transfer Cases	Eagle Clip Files
Lockarch Style Binders	Book Style Binders

Make it your store policy to get all supplies from "Supply Headquarters". Quick deliveries, through any "Y and E" Branch or Traveler, or from the Home Office.

Write today for Shannon Catalog.

YAWMAN AND ERBE MFG. CO.

ROCHESTER, NEW YORK

Branch Offices in New York, Newark, Boston, Philadelphia, Washington, Chicago, Kansas City, Cleveland, Buffalo, Pittsburgh, Springfield, Mass., San Francisco, Los Angeles and Oakland. In Canada, The Office Specialty Mfg. Co., Ltd., Toronto and Newmarket.

"Leaders of the World" in Filing Devices and Office Systems—Wood and Steel.

TENSION
Mail Containers

are used in every line of business and they cover the mailing needs of any and all of your customers.

The Tension line includes open-end tension envelopes, double metal-clasp envelopes, single metal-clasp envelopes, metal-flap clasp envelopes, document envelopes, photo-mailing envelopes, filing envelopes, folders, mailing boxes, etc., etc.

You will be especially interested, perhaps, in the Open-End Tension Envelope you've seen everywhere and the Metal-Clasp Envelopes, one type of which is illustrated.

Our book, "Envelope Specialties," is in itself an education in mailing containers. Send for the book. It's yours for the asking.

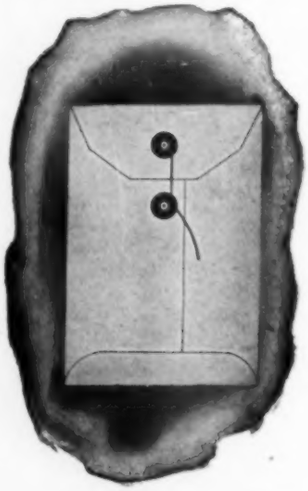
The Tension Envelope Co.
INCORPORATED

296 Broadway, - NEW YORK, N. Y.

PIONEERS AND ORIGINATORS

Factory: Bush Terminal

Selling Agents in Principal Cities



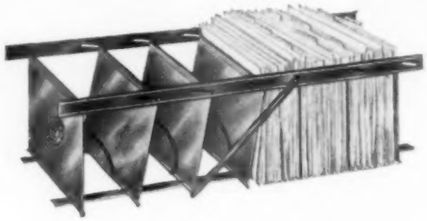
accessible. The file may be opened at any point with one hand and the record removed with two fingers. The particular model of cabinet illustrated has a capacity of seventy-five records.

The FlexiFile Distributing Company, 335 South La Salle street, Chicago, will furnish descriptive matter and prices to interested persons.

Innovation in Filing Devices.

The Vertical File Rack is one of the useful members of the filing device family. It is intended to perform the functions of the follower block.

The device is constructed of metal and the accompany-



View of Vertical File Rack Exposed.

ing illustrations show its appearance and adaptability to the purpose for which it is intended. There are no divisions to adjust. The opposing springs, which are exclusive features of this device, automatically adapt the space to the number of letters filed, keeping every insert perfectly upright and readily accessible. It is said that it not only saves time in filing, but saves time in finding that which has already been filed, eliminating confusion in the condition of the filing drawer. The device prevents crumpled, torn and misplaced letters, as each letter is held securely in place, and by maintaining the upright position permits the filing of more letters in the same space.

Vertical File Rack in Drawer.

The Vertical File Rack is built entirely of metal, handsomely enameled, and will last as long as the filing cabinet itself. Another advantage claimed for the rack is that it folds down to one quarter its usual size for easy shipment, and takes up little room for storage on the shelves of the dealer. The rack is made in stock sizes to fit letter, bill and legal size drawers, and any special size desired can be made to order. All that is necessary is to secure accurate inside drawer measurements, and the manufacturer will do the rest.

The recently improved model of the Vertical File Rack has division plates which are flexible at the top and, therefore, adjustable. This feature provides an easy means of access to any of the compartments.

On receipt of $3 the manufacturer offers to deliver a sample rack for a trial, 12x24 inches, the letter size. Dealers having other filing equipment on sale will find this article one that will meet with a favorable reception.

The device is manufactured by the Vertical File Rack Company, 23 Union square, New York, who will be glad to give further particulars to those who are interested.

"It Systematizes His Thought and Acts"

When You Teach a Clerk the Cash Register "Habit" You Systematize Him All Over

The habit of making a permanent, accurate record of *every* transaction is a good habit. It makes a salesman efficient in a much wider sphere than the mere operation of a machine.

Cures Bad Habits

It systematizes his thought and acts—cures him of the fatal habit of trusting to memory—prevents his "putting off" to a later time the duty which should be done now.

Stimulates Ambition

And when you give each clerk his own individual cash drawer you strengthen his sense of responsibility and stimulate his ambition to make a record as an efficient salesman.

He knows that his work will be compared, nightly, with that of his fellow-clerks—the number of sales, average amount of sale, total cash receipts, total charge transactions, total profit to the merchant on his day's work.

It gives him backbone, increases his sales—to a marked degree.

What Causes Most Failures

Failure to get the money for what they sell—or in leaks after the money comes into the store—wrecks more retail stores than all other causes combined.

Everybody Better Off

Sales increase immediately whenever a multiple cash drawer register is installed; leak-losses stop; the whole tone of the store is improved.

And when the proprietor is wise enough to reward salespeople whose average sales and collection records excel those of their fellow-salesmen, the spirit of friendly rivalry becomes permanent and the store enters a new era of prosperity.

Let us tell you more about the sales boosting power of this new and better system of store accounting.

The National Cash Register Company

Dayton, Ohio

The National Cash Register Co.
Dayton, O.

Please give me some facts and figures as to how your new system of Registers will increase sales and stop the leaks. This request, of course, does not obligate me to buy.

Name .....

Kind of Store .....

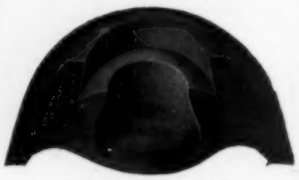
Address .....

Office Appliances, 10-16.

Typewriter Supply Men and Repairmen

There are several reasons why *you* are logically the man to handle and make a large margin of profit on

AZORA AIR CUSHIONS



Patented Dec. 21, 1915

In the many offices that you visit daily every typewriter that is not already equipped with Azora Air Cushions represents a prospective sale.

You can attach Azoras in a few seconds, while asking the customer whether he has ever used them. The beneficial effect is so immediately evident that the rest is simple.

Azora Air Cushions are built on the same successful principle as the automobile tire, a combination of air chamber and rubber—of the greatest resiliency.

Azora Air Cushions would work in with your business excellently. We'll be glad to tell you more about their sales possibilities—their nerve-saving, typewriter-saving, sanitary features.

Let us hear from you today.

AZORA RUBBER COMPANY

Manufacturers

1945 South 54th Ave., CICERO, ILL.

Sole Agents for India:

PADAM GODREZ & CO., 291 Hornby Road, Bombay.

"AMBERLITE" FILTERS

Save the yes

Slip over any electric Globe, filter the light and destroy the harmful rays.

25 cents each

Bright light filled with Ultra-Violet rays are usually the cause of Headaches and Smarting or Burning Sensation in the eyes.

A Boon for Bookkeepers, Stenographers or any one working in artificial light.

AMBERLITE Filters are made of the highest grade of Pyralin, blended to a certain shade of Amber, which neutralizes the harmful rays of light, transmitting only the beneficial ones.

Endorsed by Oculists and Opticians. Unbreakable. Color is permanent. Attached in an instant.

Ask Your Jobber for Them. Manufactured By

Chicago Eye Shield Co.

2300-2304 Warren Ave., Chicago, Ill.

Pacific Coast Man Tells of Conditions.

Martin J. Bacon, who has for a number of years covered the field in the states of Washington, Oregon, Idaho, Montana, and in Alaska and British Columbia, in the interests of the Felt & Tarrant Manufacturing Company of Chicago, visited the home office during the business show, and while in Chicago spent an hour in the office of this publication. Although he is a young man, Mr. Bacon is one of the oldest office appliances men in point of experience on the Pacific Coast. Some years ago he was connected with the Underwood Typewriter Company in San Francisco. Later he went into business for himself in the northern territory of the Pacific Coast section and is now located at Seattle, Wash., where he is northwestern agent for the Comptometer machine.

A representative of Office Appliances asked Mr. Bacon for an expression of his opinion regarding business conditions in the Northwest. He said: "I can best answer that question by showing you a letter sent to the sales manager of our company by W. W. Woodbridge, advertising manager of the West Coast Lumberman. In this letter to Mr. Nevins, Mr. Woodbridge said:

"'Owing to the peculiar political situation that confronts this particular section of the country, a great many people have become convinced that business is not good, and undoubtedly some concerns have been influenced by this purely psychological depression, whereas other concerns have deliberately postponed purchasing certain lines of equipment, feeling that every little influence would be felt.

"'As a matter of fact, business is GOOD in the Pacific Northwest.

"'The one leading industry—practically the only manufacturing industry of the Northwest—is lumber. Agriculture and salmon canning are next in importance.

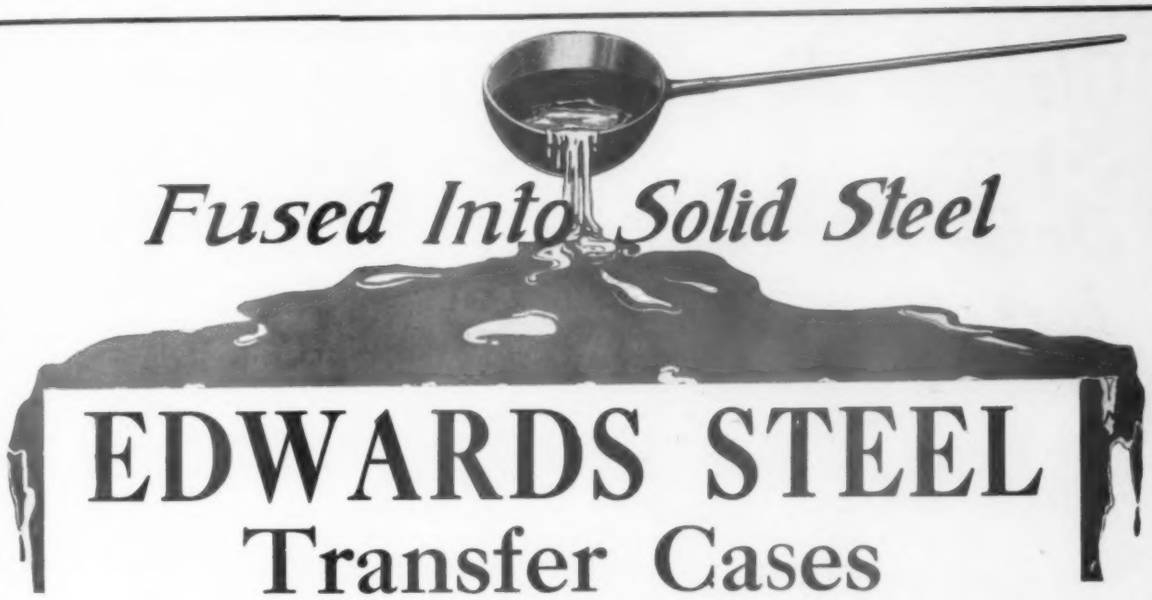
"'Now the lumber industry for the past year has been by far the most prosperous which the mills have enjoyed since 1913. More satisfactory prices have been obtained and the demand has been very much better than in 1914 or 1915.

"'While the canned salmon industry has suffered some from what is termed an "off-year"—that is, sockeye salmon have run in small numbers—still the season's total pack, as indicated by the output of the canneries to date, will be fully up to normal. The tremendous and unprecedented foreign demand has sent prices for this commodity up ten to twenty per cent, depending upon grade, so the salmon canners of the Pacific Northwest will obtain considerably more for their product than had been anticipated. Their transportation problems are not as acute as in many other lines, inasmuch as ships are provided in many cases by the foreign governments for this line of food.

"'The wheat harvest of the Pacific Northwest is estimated at about 60,000,000 bushels—a very large yield for this territory. Grain prices, as you know, have seldom been so high as at present, indicating exceptionally large returns this year to the farmers.

"'Building operations in Seattle, Tacoma and Portland, the three large cities of the Northwest, are far ahead of last year. Permits issued in Seattle during July (the latest figures available) show an increase of 251 per cent, in Tacoma 173 per cent.

"'The banking situation also reflects the strong financial position of this territory. Seattle, for instance—the financial metropolis of the Northwest—at the last call of the comptroller showed bank deposits totaling $94,381,-570.36, the largest amount ever reported on any call by Seattle banks. Furthermore, at the last call, Seattle banks



EDWARDS STEEL
Transfer Cases

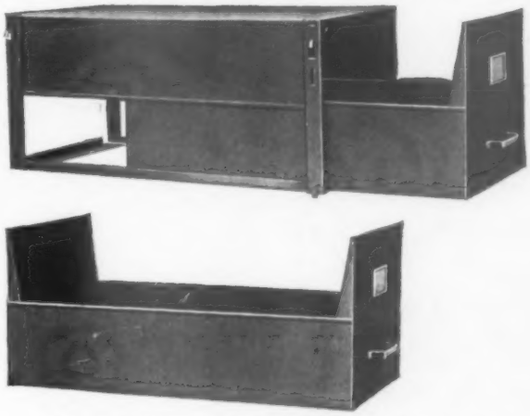
Why sell your customers Inflammable Wood or Pasteboard cases when you can sell an EDWARDS

25% more capacity than wood Transfer Cases.

20% saving in floor space because four cases will hold as much as five wood cases.

100% to **1000%** more durability because will last two to ten times as long as wood cases.

There is also the **big** advantage and protection of **Steel** to house records.



25 Inches Clear Filing Space

Transfer Time is Nearly Upon Us

No rivets—each cabinet is practically fused into one single solid piece of steel by electric and oxy-acetylene welding.

Cases lock rigidly together, both horizontally and vertically; thus, a number of transfer cases stacked together make one complete rigid unit.

Strong? They can be filled to capacity and stacked as high as is desired. Will withstand much rough handling and last practically a business lifetime.

Price? Low, considering the wearing capacity and appearance.

Place your order now so that you can take care of your customers promptly. Don't forget that we make a complete line of standardized stock filing cabinets ready for delivery.

Our exclusive agency for your territory may still be open.

THE O. M. EDWARDS COMPANY, Inc.
Syracuse, New York, U. S. A.

Gleich's Handy Desk Jars

In 5 oz. and 8 oz. sizes. Filled with snow white paste. Unscrew the cap and the brush is ready for use. Paste will not dry in jar.

Gleich's Liquid Paste

This paste was subjected to a thorough test before being placed upon the market, and is guaranteed to be satisfactory. For use at office or home. *It will not mold nor separate.*

Put up in 2 oz. to 1 gallon jars. Now being sold by hundreds of first-class dealers.

We also manufacture high-grade inks in all colors.

The Commercial Paste Co., Columbus, Ohio

SNOW WHITE STICKS TIGHT

For mounting photographs, filing clippings, preparing dummies for booklets or advertisements, GLEICH'S VELVET PASTE is an adhesive of highest efficiency.

The paste is of **snow white** color—a soft, velvet consistency. It spreads smoothly and does not curl the paper.

It is put up in non-corrosive, neatly lithographed cans.

We have an interesting proposition to make to dealers and we shall be glad to send complete details on request.

THE COMMERCIAL PASTE CO.

533 South High Street, COLUMBUS, OHIO

showed loans of $56,418,902.83, the high water mark for Seattle financial institutions. The cash reserve held by Seattle banks at the last call was 26.3 per cent.

"'Another factor contributing largely to the general prosperity of the Northwest is the shipbuilding and shipping business. More than $20,000,000.00 worth of vessels are under construction or contracted for in shipbuilding yards in Oregon and Washington.

"'There is a growing feeling of confidence throughout this territory, and the Northwest is undoubtedly standing upon the threshold of a long delayed period of prosperity."

A Handsome New Store.

The V. Griffin Book & Art Shop of Bloomington, Ill., is one of the newer organizations in that city which takes particular pride in the merit and artistic appearance of its arrangement. The picture presented herewith gives an all too inadequate idea of the manner in which this store is laid out, but it shows the latest installation of the Weis slide door sections used for shelving. This line is becoming very popular with dealers who wish to possess a neat and clean appearing store suited for books, writing

Interior V. Griffin Book and Art Shop, Equipped With Weis Wall Cases.

papers, novelties, kodaks and supplies. These sections are now made to interstack with various styles of drawer sections made to accommodate typewriter ribbons, pencils, erasers, card index cards, guides, etc.

Mr. Griffin, proprietor of the store, is enthusiastic in his praise of the Weis sections and has already placed an additional order for combination drawer sections. His aim is to have the cleanest stock of books and staticnery in the state.

Addition to Shaw-Walker Factory.

The Shaw-Walker Company of Muskegon, Michigan, has recently added a building of brick and concrete to its factory, three stories in height, facing on Michigan avenue. Before the builders had finished the structure, such was the demand for space that two floors were pressed into use as shipping and store rooms.

The other floor is being finished in white and Dutch gray, and will be turned into a restaurant, where the employés can obtain their luncheon during the noon hour. The company feels that so much depends on the health of its employés that a restaurant of the character contemplated will be a decided asset. Heretofore there has been no satisfactory eating place convenient to the factory, so that the only solution of the problem was to create one.

ONKEN'S Improved Window Display Fixtures

$27.50 For 10 Years Show Window Service

Can You Beat This?

WE mean by this statement that you can make 500 original window trims with this $27.50 set of Interchangeable Window Display Fixtures.

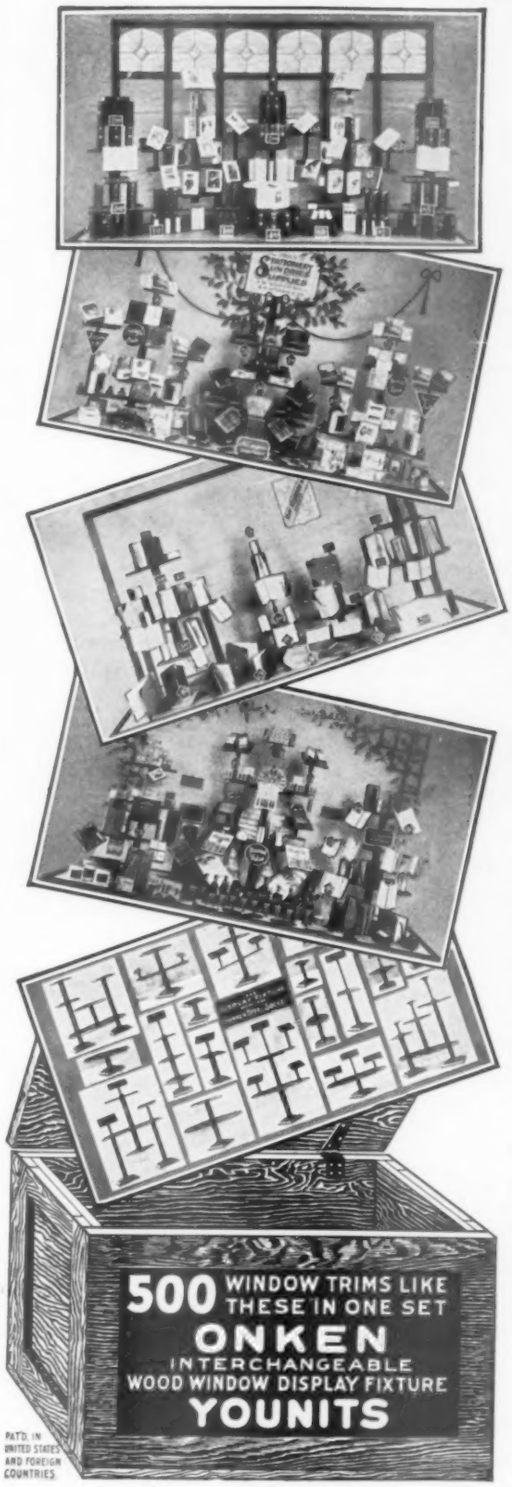
¶ By making a different trim each week the set will last you 10 years and then you will not have exhausted the wonderful possibilities of this great set of window display fixtures.

¶ This means a cost of 5 cents per week for a set of window display fixtures that will help you make genuine trade-pulling window trims.

¶ We have a list of 5000 firms that have RECENTLY bot these fixtures, firms that stand high in the trade and who unhesitatingly recommend the superior usefulness of these fixtures for making quick and effective window displays.

¶ We will mail this list on request.

Our New Construction—The Fixture With the "Sunken Steel Socket"—There Are No Screws Screwing Into Wood



The Storage Chest. The 89 YOUNITS that make up this se are put up in A HARDWOOD, HINGED LID STORAGE CHEST (oiled finish). A good place to keep any part of the set that is not being used.

Read further about this wonderful

Set for Stationers

Hundreds of Trims. ¶ With this set over 500 original trade pulling window trims can be made and at no time making any two alike, besides hundreds of standard and odd window fixtures can also be made.

Can't Wear Out. ONKEN YOUNITS are now made so they cannot show any wear. The *NEW* construction, the "Sunken Steel Socket", takes the place of the old construction. There are now *NO* Screws Screwing Into Wood. They will now last for many years. The construction is sturdy and high grade throughout. Simplicity in detail is the principle.

A Book of Window Trims Included. A large, beautiful book of many captivating trims made with this set will be sent FREE with this set. This book is a help to any window trimmer.

Made of Oak. The entire set is made of thoroughly Kiln Dried Oak. The metal parts of cold rolled steel, each YOUNIT is accurately machined to fit right and made interchangeable.

Our Guarantee. We guarantee to replace this set FREE OF CHARGE any time within one year if it proves defective in any way through construction or parts not fitting satisfactory.

Our Standard Finishes. We will ship this set in either Weathered, Golden or Antique Oak, all in a soft, mellow wax non scratchable finish.

Stock is carried in Cincinnati, New York and San Francisco. Atlantic coast trade supplied from New York. Pacific coast from San Francisco.

Price for the Full Set No. 20 $27.50 NET

Price For a Half Set No. 20½ $16.50

F. O. B. Cincinnati, New York and San Francisco
Order thru your JOBBER or DIRECT

THE OSCAR ONKEN CO.

No. 241 4th Street, Cincinnati, Ohio, U. S. A.

Quick Shipments. Address All Correspondence to Cincinnati. Send for Younit Catalog: Stock is also carried in Canada, England and Australia

Stock Carried in Cincinnati, New York, San Francisco, Canada, England and Australia

ON THE INSIDE

Remember, that while the outside of an account book should be substantial, **it's the paper inside that you use.**

No one likes to mend torn sheets or to handle them after they have been mended. Select a ledger paper that is practically tear-proof when subjected to hurried or rough handling. No bookkeeper is infallible. Figures have to be erased occasionally. You dislike to have erasures show, as they are bound to on cheap paper. Buy paper with a good erasing surface. Get sheets with a hard, even surface that takes machine and pen ruling perfectly. Because it is so superior in these particulars Byron Weston Company's Ledger Paper is the logical paper for you to order for your account books.

A Sample Packet Book and a copy of "Unmaking Mistakes" (a booklet every office man needs) will be sent at your request.

BYRON WESTON COMPANY

"The Paper Valley of the Berkshires"

DALTON - - - MASSACHUSETTS

AUTOMATIC FILING EQUIPMENT

Files with drop front feature and automatically tilting follower are designed to make filing easier, finding instantly and time shorter. Thousands of users all over the United States within the past 14 years have had direct shipments from us with the positive guarantee that they will prove superior in operation to all other makes and equal to the best in material, workmanship and finish. 30 days' free trial at our risk of all expense that goes with every shipment, would be risky business if Automatic Files did not prove up.

OUR NEW WOOD-STEEL LINE

both Automatic and Afico, is now ready for the market. New sections to intermember with the old but with steel interiors. Four Drawer Wood Steel Cabinets from $14.50 up at retail with a fair margin for the office supply dealer if he wants the business.

We make a complete line of everything in Filing Cabinets, Flat Top Filing Desks, Desk Files and other Filing Specialties.

Write for catalog and prices

THE AUTOMATIC FILE & INDEX CO.

143-159 Pearl Street Green Bay, Wis.

Typewriter Man Alleged to Have Victimized Many.

Jesse Alexander, forty-four years of age, living at 879 Glenmore avenue, Brooklyn, N. Y., on September 23 was held for trial in $15,000 bail by County Judge Hylan, on six charges of grand larceny. Alexander vehemently protested his innocence and declared he had documents to prove that all his transactions were honest. District Attorney Lewis, however, is positive that he has evidence sufficient to convict the accused of illegal practices. It is alleged that Alexander's activities have covered all the principal cities of the east, while the west also has heard of him. It is said that the Department of Justice at Washington has been co-operating with the New York district attorney to bring about the apprehension of the accused, who was arrested on September 23 on a warrant issued by District Attorney Lewis.

It appears that Alexander has been trading as an inventor of typewriting machines, advertising in the newspapers of Brooklyn and New York, his advertisements usually reading as follows:

"Opening in manufacturing business; will net over $6,000 yearly; $1,000 required. Manufacturer."

According to reports, each person who answered the advertisement would receive a personal call from Alexander, who would describe the great typewriting machine he had invented that could be sold for $50. The cost of manufacturing the machine was described as about $8, netting a profit of at least $35. It is stated that Alexander made wonderful statements of what a great success this business would be, and stated that he needed just a thousand dollars to start placing the machine on the market and to apply for patents at Washington. It is said that he assured every one of his prospective victims that he had not advertised for a partner and had not sold to anyone any interest in this typewriting machine. Alexander then took the would-be investor to his home, where he showed him his workroom and well-fitted laboratory with various makes of typewriting machines and with his machine shown in comparison.

It is alleged that after arrangements were made and the $1,000 was paid, the supposed partner in the venture never heard from or saw Alexander again. It is said that Arthur G. Cunningham, leading man of the DeWolff Opera Company of Manhattan, invested $1,000 in this proposition and that he was so enthusiastic over it he was induced to give up his position with the opera company, where he was receiving $500 a month.

Other persons who appeared before the grand jury accusing Alexander were: Henry L. Broughton, of 147 Montague street, who paid $625; Herman Brandt, 32 DeKoven street, who paid in $300, and Charles De Pan, World building, Manhattan, who paid $750. It is alleged that many other persons paid money to Alexander on this proposition. One of the Brooklyn papers published a long list of such people.

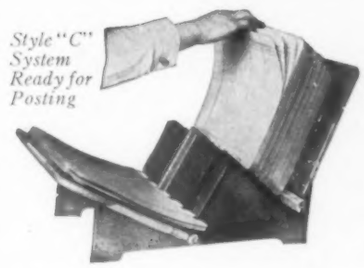
On August 28, 1913, according to a Brooklyn newspaper, Alexander was indicted by a grand jury when James C. Cropsey was district attorney, on a charge of attempted grand larceny. He was tried and acquitted of this charge.

Furniture Man Visits Eastern Cities.

John Dornette, Jr., of J. Dornette & Bro. Company, Cincinnati, recently made a short trip to New York City and the East, where he found business very active. He returned to Cincinnati with enough orders to keep the factory busy for some time to come. All of the orders were for the domestic trade, as the difficulties of exporting furniture have practically shut off foreign trade in this line during the continuance of the European war.

Banks and Commercial Concerns Benefited

by vast advances made in accounting devices



Style "C" System Ready for Posting

Following are a few of the many exclusive features:

1. **Practically unlimited expansion.**
2. **Accounts located easily.**
3. **Absolute freedom in handling sheets.**
4. **Offsetting of sheets most rapid and positive.**
5. **Perfect alignment of sheets.**
6. **Absolute security of sheets in binder.**
7. **Unequalled for use with any Bookkeeping or Posting Machine.**

Kalamazoo
Loose Leaf Devices

The tremendous advance made in Accounting Devices by the Kalamazoo Loose Leaf Binder Co. has saved many concerns much time and money. As improvements in accounting have developed we have consistently constructed specific devices to meet the requirement. **The result is the complete KALAMAZOO LINE** represented by Kalamazoo Current and Transfer Binders, Light Record Binders for miscellaneous purposes, Unit Posting System for use with Machine Accounting and the latest and most wonderful development of the age, the Style "C" System. All of these devices and their wonderful application will be on display at both the Chicago and New York Business Shows with competent men in charge. You will be greatly benefited by demonstration. Our representative in your locality will also be glad to demonstrate our devices to you.

Admittedly the producers of the highest grade ruled and printed sheets in the world.

Sales Offices Everywhere

KALAMAZOO LOOSE LEAF BINDER CO.

EXECUTIVE OFFICES:

KALAMAZOO **MICHIGAN**

LOOSE LEAF MEMOS

are built on new and correct lines, permitting the greatest compactness, beauty, strength and simplicity.

Made in several bindings; low, medium and the highest grades, including our patented one-piece "KUT FLUSH" binding.

The metal of which the rings are made is oval and solid.

Pictures of metal parts shown are actual size. Note the compactness and beauty.

Trussell Mfg. Co.

10 N. Cherry St., Poughkeepsie, N. Y.—Branch, 106-108 Fulton St., N.Y.C.

Crane Ladies' Stationery

Sold by all Stationers and Booksellers

These goods are suited to the tastes of the most select trade. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer.

Presented in the following Styles and Qualities:

SUPERFINE QUALITY. In Light Blue Boxes, containing ½ ream of Note paper each, and in separate boxes ¾ thousand Envelopes corresponding.

EXTRA SUPERFINE QUALITY. In Lavender Colored Boxes, containing ½ ream of Extra Fine Paper each: in like Boxes are Envelopes to match.

Our papers are supplied in Bordered Goods and other specialties by EATON, CRANE & PIKE CO., Pittsfield, Mass., and 225 Fifth Ave., New York, whose boxes bear the word "CRANE'S" containing our goods.

This Trade Mark every box

ALL THIS STATIONERY CAN BE RELIED ON AS REPRESENTED. MANUFACTURED BY

Z. & W. M. CRANE DALTON, MASS.

Optimistic Report from Thaddeus Davids Co.

Things are booming down at the Thaddeus Davids Ink Company's plant. Business is bigger than ever in its history. Two new men have been appointed, and their house organ, Ink-O-Grams, is helping the dealers solve their problems.

The new men who have gone out on the road are W. W. W. Roberts, who has been made Pacific Coast sales manager, and K. McInnis, western representative.

Mr. Roberts will cover the states of Colorado, New Mexico, Arizona, Nevada, California, Utah, Wyoming, Oregon, Idaho, Montana and Washington. He will blaze the trail for others to follow and there is no question but that he will open many new accounts. Mr. Roberts has been in the retail stationery business in New York for over thirty years. He knows, therefore, not only ink, but the retail business, its needs and problems, and he can get close to the stationers on his route list on their own individual problems.

In 1912 he took a little hunting and moving picture trip to East Africa. He took with him Electro-Chemical Writing Fluid, Fountain Pen Ink, General White Paste and Sealing Wax. This is what he says:

"To my astonishment, in spite of the great heat of the equator, the inks, paste and sealing wax did not spoil,

W. W. Roberts, Pacific Coast Sales Manager, Thaddeus Davids Ink Co.

but were as fresh at the end of the trip as when bought. Who would not suppose, under the conditions, that the paste, at least, would sour?

"Then, again, many times, we would write our reports in our tent and go out hunting. Often, before our return a tropical storm would arise, and our records would become drenched. We would lay them out in the sun to dry, and to our delight and surprise, Electro-Chemical writing fluid stood the test and our records were preserved."

Kenneth McInnis, western representative, will cover the states of Missouri, Kansas, Iowa, Nebraska and Oklahoma. He has gone over this territory before and knows the stationery trade. He has their confidence, for he not only sells goods, but performs a service to the trade. Before going out on his western territory, the company held him in New York on some special work for several months. He "cleaned" up, as the saying is, opened up some very difficult and profitable accounts, and fulfilled the confidence the firm had in him.

We have no doubt that these men will be welcomed by the trade in the west.

Elliott-Fisher's New Sales Organ.

"Gingerade," a little brother to "Ginger," is the name of a new house organ which is being issued by the Elliott-Fisher Company, of Harrisburg, Pa. The company's house organ, "Ginger," is largely of a technical and edu-

The Spirit of Service

In commercial life, as in the everyday life of the individual, it is the spirit that actuates us that determines what our success and progress and standing in the community shall be.

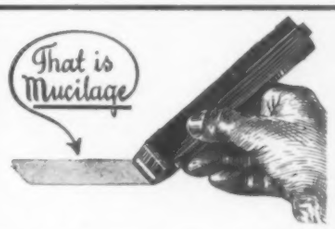
This fact is so evident, and so well known, that we hardly need mention it, but we put the thought into words so we might express our appreciation for the spirit of good will and co-operation that we have experienced in the relation of the Trade to us and our business.

There is a genuine Spirit of Service in the heart of this business. Of course our goods have merit. No amount of service, and of effort, would have put them where they are, without merit. But is it not also true that, without a Spirit of Service back of the goods, they would not have been so well received?

This service means more than simply filling your orders with reasonable promptness. It means a genuine desire to tote fair with you at every step of the way. We want you to have, from us, the kind of goods, service and satisfaction that you were expecting when you placed your order with us. Our constant effort is to take care of our customers, whether large or small—to see that they are satisfied—to be sure, not only that they get the goods they asked for, but that those goods give satisfaction.

The Sengbusch Self-Closing Inkstand is so well known that we do not need to explain its merits here. It came on the market to fill a real need—not merely to ***find*** *a place where it could be sold, but to* ***fill*** *a place that was waiting for it. How well it succeeded is a matter of history. It has become the standard of efficiency in the inkstand field.*

Then came the B & S Mucilage Applier, which we mention more fully elsewhere on this page. It also has its place, and will no doubt be found filling that place, completely, in due season. The Ideal Sanitary Moistener, the last item added to our line, is not new. But that it measures fully up to the standards which we have set for our business is assured, or we would not have taken it on.



THE B&S MUCILAGE APPLIER

This is really a remarkable invention. It is made of hard rubber, and is designed to hold mucilage, of just the right consistency, so that it will be ready for instant use when wanted, and so that it can be easily applied to any surface, large or small.

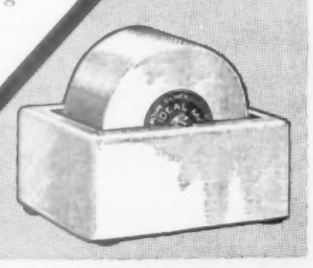
It is a success. It does what it is designed to do, and it does it well. Like any new article designed to do a new kind of work, it must be understood, and one must know how to use it, if the best results are to be secured.

The Spirit of Service that actuates us in our business directs that we shall not only tell everyone to whom we sell this time saver and labor saver just how to use it, but we shall, so far as possible, tell his customers how to use it. The Spirit of Service that actuates every successful dealer teaches him that he must do the same thing, especially with so unique an article as the B&S Mucilage Applier.

If you have none of these in your stock, get some, by all means. Learn how to use the Applier. Then show your clerks, and your friends, and your customers. The novelty of the article, the convenience of having fresh mucilage always at hand, ready to be used without gumming up everything in sight, will make you many customers and friends, if you push this little article to the front. It's worth while. It's doing a service to every one you make acquainted with it. Let your own Spirit of Service prompt you to remember this, when you get back to your store.

Our Spirit of Service is behind anything that we sell. That Spirit of Service has as its great aim the satisfaction of our customers. We want everyone who buys from us to feel that we are not through with him as soon as his bill is paid. Whether he buys one or a thousand, we want him to rest assured that we are back of the goods—always. Our goods are made and sold to give service. If they don't help the dealer to make money, they are not giving that service, in the full sense that we feel it. And so we are always ready to do our part—perhaps a little more—in helping the dealer to realize a profit on whatever we sell him.

Our catalogs, circulars, mailing cards, window cards, store hangers, etc., are all designed in this Spirit of Service. If you don't take advantage of them, you are missing some of the things your money has paid for.



Sengbusch Self-Closing Inkstand Co.

401 Stroh Building *Milwaukee, Wis., U. S. A.*

A PROOF

A practical demonstration of our oft-repeated statement that it is difficult to distinguish between a new typewriter and a

"Retyco" Rebuilt Typewriter

was given at the Chicago Business Show, Sept. 18 to 23. At the booth of the Rebuilt Typewriter Company two typewriters were placed side by side for purposes of comparison—one of them an absolutely new machine, the other a "Retyco" Rebuilt Typewriter of the same model.

Among the 3,425 persons who registered votes as to which they considered the new machine were typewriter mechanics and salesmen as well as business executives and clerks. Yet

51.2%

of the participants failed to distinguish the new machine from the "Retyco" Rebuilt, and some of those who failed were "in the business."

But quality and service are just as important considerations in the turning out of "Retyco" Rebuilts as is appearance. And that statement means something when coupled with the results of the aforementioned contest.

A line which can present such a showing has possibilities of attractive profits for you.

REBUILT TYPEWRITER COMPANY "AS GOOD AS EVER"

Factory: 525 South Dearborn Street
CHICAGO, ILL.

cational character, and it was found impracticable to combine the information for the sales force in that organ. Frank L. Benedict, the advertising manager of the Elliott-Fisher Company, says:

"Primarily and all the time 'Gingerade' is to belong to the sales and service branches of the organization. In other words, it belongs to and is the personal property of the salesmen and service men. To carry out this idea to the letter, it will be edited by a staff of editors who are to be appointed for a period of six months, and to be chosen from the field organization."

Janssens Organizes Big Company.

L. C. Janssens, whose articles in past numbers of Office Appliances were read with interest by the subscribers of this magazine, has organized a $100,000 company known as L. C. Janssens, Inc., exporters and importers. Mr. Janssens is a capital fellow who knows the field of office equipment and several other fields of industry with breadth and precision. He is a man of much versatility of intellect and of wide information on business subjects both here and abroad. He is a native of Holland, and on completing a thorough education in his native land he went into commercial pursuits. He early saw that many opportunities were to be found abroad, so he crossed the water and for twenty years, in America and other countries, Mr. Janssens has specialized on merchandising in foreign fields.

Associated with Mr. Janssens in his new company are experienced and prominent men who know Europe and world trade generally. The company is a parent concern with no bonded indebtedness, all its stock common. The object is principally to organize and promote subsidiary trading companies in which it will hold the control of stock.

The personnel of the new organization is as follows:

L. C. Janssens, civil engineer; export and metropolitan sales manager, Elliott-Fisher Company; charter member National Association of Sales and Advertising Managers of France; personally conducted business in practically all the countries of both hemispheres.

Charles L. Lloyd, advertising expert and sales manager of world-wide reputation; conducted International Advertising Agency in Europe for twelve years and acted in advisory capacity to many large American concerns; formerly advertising director of New York Evening Mail, and now national advertising manager of the New York Tribune.

William E. Aughinbauch, M. D., LL. B., LL. M., author of "Selling in Latin-America," widely used as a textbook in universities and colleges and as a work of reference generally; lecturer on foreign trade in New York University; foreign and export editor, Leslie's Weekly; authority on Latin America.

Albert Tyck, authority on marine insurance; graduate of Antwerp Commercial University; conducted export and import trade for sixteen years; at one time member Town Council, Antwerp, Belgium; later department manager for large New York export commission house.

Nino Negri, Italian engineer of "Arts and Manufactures" (mechanical and chemical); member of the famous Negri family of Biella, Northern Italy, who have been engaged in the textile industry for many years.

Advertising Agency Moves.

The Mumm-Romer Company, a magazine and newspaper advertising agency at Columbus, Ohio, announces its removal from the Spahr building, 50 East Broad street, to 568 East Broad street. Here the company has a building of its own which makes an ideal office for the advertising business. The Mumm-Romer Company has been in Columbus eleven years.

Imperial NEW "O531" LINE
Plain Oak Solid Card Cabinets

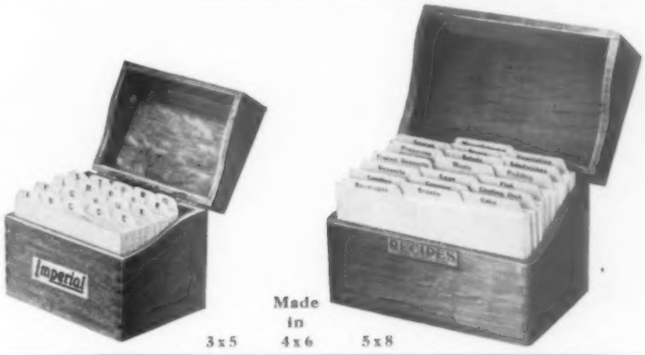
B I G G E R

P R O F I T S

"The Sign of Satisfaction"

Durably Constructed Handsomely Finished
Very Attractive

GENUINE OAK TICKLERS



Made in 3x5 4x6 5x8

STRONGLY HINGED—FINELY FINISHED

DEALERS

Put them in stock and make bigger profits

Ask for our Catalog and Special Discount

Imperial Methods Co
204-06-08 West Monroe Street

Manufacturers of Filing Cabinets and Filing Supplies
CHICAGO, ILLINOIS

IN OTHER LANDS

Office Appliances in Great Britain.

Exclusive Correspondence of "Office Appliances."

London, September 14th, 1916.

IT IS scarcely an exaggeration to say that if certain developments continue in this country everybody will either be in the army or making munitions or employed in government offices. The British army is somewhere about seven million strong at the present time, a proportion of the population which is about equal to the raising of an army of fifteen millions in the United States of America. Untold thousands of new workers flock every month into the munition factories, which factories are growing up all over the country townsfull at a time, whilst there is no limit to the ever-increasing extensions of government offices. Every one of these things, by the way, reacts favorably upon the typewriter and office specialty business in this country.

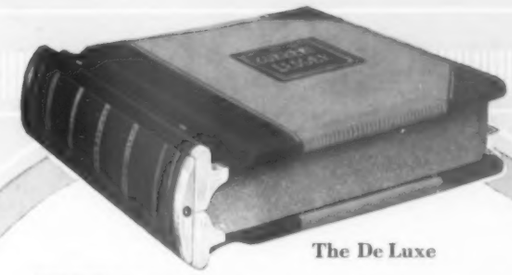
Take, for example, the new act which came into force on September 4 and which extends the provisions of the National Insurance Act (so far as that act relates to insurance against unemployment) to the munition trades. This will bring in another two million insured people and what it will mean in the way of immediate demand for typewriters, duplicators, calculating machines, card indexes, cabinet and general office furniture can be imagined. The act is only temporary, ceasing to have effect at such date as the Board of Trade may determine, not being later than five years from its commencement or three years after the termination of the war, whichever of these dates may be the later. With unemployment at the present time practically non-existent, it may be assumed that the sole object of the act is to safeguard the workers in the conditions which will prevail after the war when munition-making, at least on the present huge scale, ceases.

As the act slipped through Parliament without discussion, it is to be feared that many people are even yet unaware of its existence, but applications by work people for books have been coming in for some time at the rate of about 50,000 a day. A large staff of women clerks, who are located temporarily at South Kensington, London, has been engaged to deal with these applications. But these and the whole provincial computing and finance staff will be eventually transferred to the new huge building, covering nine acres, which is now being erected at Kew, on the western outskirts of London, for the Board of Trade, and which, it is said, will contain the largest single room in London. A part of the building will be completed and ready for occupation at the end of October, the rest being finished later, constituting the head office in connection with government controlled unemployment insurance. The amount of clerical work involved can be gathered from the fact that every person insured under this division has to pay from 4 to 10 cents every week in insurance contributions, half being paid by the employer and half by the insured worker.

Then we have the further immediate extensions of the headquarters offices of the Ministry of Munitions. The Honorable Edwin Montagu has found his work increase so greatly since he took over the Ministry of Munitions (upon David Lloyd-George being transferred to the control of the War Office) that all the recently increased office accommodation has been rapidly outgrown. The Ministry of Munitions here is now the country's greatest and most colossal business. There are no fewer than six thousand office workers in connection with headquarters and three hundred new ones a month are being put on. To provide adequate accommodation for his ever extending staff has not been the least of Mr. Montagu's difficulties. His department has no power to acquire buildings; all that can be done is to make a requisition to the Office of Works for additional premises. This has been done several times and upon the last occasion the great Constitutional Club was taken over at the same time as the still greater National Liberal Club premises were absorbed by the War Office. On the morning of September 12 Mr. Montagu called a number of London journalists together at one of his many offices with the object of furnishing our minds with the administrative reasons for the requisitioning of these further premises for the ministry. Furthermore, it was hoped that the press as a result would be able to calm the outraged feelings of the clubmen who had been dispossesed of their palatial homes of leisure.

The intention is to centralize at the immense National Liberal Club building all the work in connection with the great army index. The name of every man who has fought, is fighting, or will fight will be indexed in this department. More than that, a record will be kept of particulars of each man. Bearing in mind the army is, as I have before mentioned, seven million strong, the immense demand for up-to-date office goods can be imagined. The department will also deal with the great work of demobilization when the time comes, and that is going to be an enormous problem in itself if a tremendous and disastrous dislocation of industry with widespread unemployment is to be avoided when peace comes.

Whenever possible provincial centers of government war or allied work are being appointed so as to relieve the pressure upon London. For example, as a typical case, I learn that Manchester is to have a government stationery office of its own. This is announced in a White paper issued on August 4 with the report of the Committee on Government Publications. One clause in the report states that "the opening of a government stationery office in Peter street, Manchester, as a branch receiving and supply department should save a large amount of carriage. At present paper may go from the north of England mills to London and be carried back to a northern printer who had had to pay carriage two ways, for when the paper is printed it has had to be sent to London, and might then have to be returned for use in the various northern towns and cities. This new enterprise will facilitate the distribution of supplies and give an opportunity to local printers to undertake work freed from the disadvantage under which they have suffered."



The De Luxe

HERE'S a range of quality and price

that will meet the preference of every user of loose leaf ledgers. With De Luxe Line Ledger Outfits in your store you should never lose a prospect. From the nifty little Midget at $2.50, up to the splendid De Luxe Outfit at $20.00 there's a big 100 cents value for every dollar.

The Midway

The Jewel

De Luxe Line

Ledger Outfits

Three recent additions to the line

The Jewel Khaki Bound

The Nonpareil

Jewel No. 54—Ironcloth and corduroy binding, 2-inch back 400 leaves and index **$11.50**

Jewel No. 74—Full 10 oz. khaki colored army duck, 2-inch back 400 leaves and index **$10.00**

Midget No. 92—Full 8 oz khaki colored army duck, 200 leaves printed from wax engraved plates and index. **$2.50**

Wilson-Jones Loose Leaf Co.

Chicago and New York

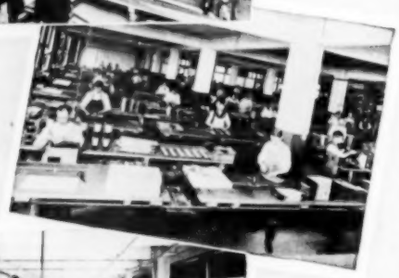
The Midget

Our home factory in Chicago

Punch Press Department

Ledger Assembling Department

Ruling and Printing Department



Bindery

New York Branch Factory

Keeping Pace with the Demands

THIS big, modern factory is humming along night and day to take care of a sixty-five per cent increase in business and to maintain the Wilson-Jones standard of service.

From basement to roof it is manned with a live, up-and-at-it organization of expert workmen who know how to make dependable loose leaf goods and get them out on time.

Keeping up with the growth of the business, new machinery of the most efficient type has been added in nearly all departments, bringing up our capacity to our present requirements.

Our warehouse space has been doubled and thousands of dollars worth of raw material has been stored away for the busy winter season.

The stock rooms, both in the home factory and in the New York Branch, are filled to overflowing with merchandise, and we are ready to handle your orders with a promptness that will please you.

Many new items have been added to the line to make it even more secure as the one complete line of loose leaf devices and systems.

New sales plans are nearing completion which will make every De Luxe Dealer a leader in the loose leaf trade of his community.

The 1917 advertising prospectus will be out about Oct. 15th. Write for it.

Wilson-Jones Loose Leaf Co.

Chicago and New York

1917 BOSTON BUSINESS SHOW

April, 1917

(Exact dates to be announced later)

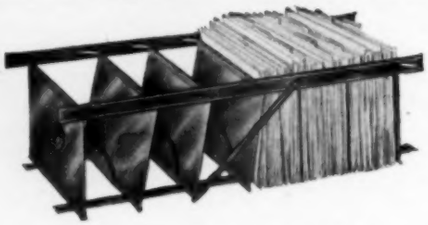
Floor Plans and full particulars will be sent upon request.

Annual Business Show Co.

Nathan W. Tupper, Vice-President Frank E. Tupper, President

150 Nassau Street - New York

Secure 100% Filing Efficiency by Installing the Vertical File Rack



in your Cabinet Drawers in place of the FOLLOWER BLOCK. It insures ACCURACY Prevents crumpled, torn and misplaced papers. Files MORE Letters in the SAME SPACE always VERTICAL—utilizes entire drawer capacity. Flexible Division Plates and Springs automatically adapt the space to the letters filed. Prevents the usual confusion of Folders and Papers.

YOUR FILING CLERKS WANT IT It Saves Their Time in Filing and Finding. Your Time and Patience when you want important papers quickly. Made of metal. Will outlast your cabinet. Cost is trivial compared with increased efficiency. Can be installed in five minutes, no cutting or changing of drawer. Try one in your Desk Drawer, send *inside* dimensions—your money back if not entirely satisfied. Invaluable to Purchasing Agents, Heads of Departments, Real Estate and Insurance Agents. Re-orders daily from leading houses prove its merit. Write today.

VERTICAL FILE RACK CO.
A23 Union Square NEW YORK

For further particulars your Name and Address on the margin of this page will do

As the Proudfit Line Grows—

Every business that is properly managed grows not only in volume but in the extent of its line and the wide appeal it makes to the consumer.

It is so with the Proudfit line.

Never has it presented such money making opportunities for the dealer handling it.

Keeping pace with this part of our business has been our enlarged advertising campaign, taking the Proudfit story into thousands of new offices every month. Our co-operative work with our dealers and our representatives is now at its best.

We have some unoccupied territory where we will be glad to make dealer connections and we invite correspondence to this end.

The Proudfit Line embraces the making of the best in loose leaf books of every description. Our catalog binder presents great possibilities for every manufacturing or jobbing concern.

Write today

The Proudfit Loose Leaf Co. **Grand Rapids, Michigan**

This rather long-winded explanation means, I am informed, simply that the government is establishing an independent printing concern in Manchester for the service of the north of England. All sorts of government publications—for example, post office forms and official forms of all kinds—will in future be printed in the north of England and distributed from Manchester to north of England post offices, registration and military offices. Instead of distributing entirely from London, the government offices will distribute from Manchester to the whole of the north of England. It will only be necessary to send the "copy" to Manchester.

Coming back to the internal affairs of the typewriter business in this country, the trouble about retaining a sufficient number of qualified typewriter mechanics still continues. Large numbers of these men have, as I have previously reported, been taken into the army and a stiff fight has been put up for the remainder. Anyway, it is clear that typewriter mechanics up to the age of 31 will probably all have to go into the army or do some equally

General Offices Bar-Lock Typewriter Co., Ltd., London, clerks, thirty-three women, and one man over military age.

important national service before long. Men over 31 may be eventually retained for good, as mechanics from 31 to 45 automatically now come under the heading of workers in reserved trades. There is a great majority of typewriter mechanics, however, among the younger men where withdrawals have been and must still be serious.

It was recently stated at a military tribunal at Norwich that of 289 employés of the British organization of the Remington Typewriter Company, Ltd., no less than a hundred had joined the colors. This record will be even better when the full number of men is called up.

As a result of the shortage of male labor attempts are being made to train female typewriter mechanics in this country, a very novel departure and one which seems from the facts I have gathered to be on the whole fairly successful. The Remington company has eight or nine girls on its repairing benches. Many of these girls prove themselves excellent workers, although necessarily speedy operation is not easily acquired. The consensus of opinion gives fourteen to sixteen months as the time required to properly train a typewriter mechanic and no girl so far has had more than eight months' bench work. Girl mechanics are even now being sent out to do repairs to machines although so far the work of these girls has

Built to Withstand a Lifetime of Hard Use

"The Double Wall Construction"

BUSINESS men do not base their purchases of filing equipment on present conditions alone but the future as well. They select equipment which, besides being attractive, will stand the severe use to which it is subject, day after day, by the filing clerks.

The necessary strength so essential to long life is found in

Berger "1300" Steel Units

Made from heavy gauge sheet steel with all parts designed to give maximum strength. Each drawer is a complete, self-contained unit (a shelf between each drawer)—unaffected by temperature changes so cannot warp, stick or split. The ball-bearing roller suspensions make the drawers move at the touch of a finger, regardless of the load carried. Large, solid rubber stops eliminate objectionable metallic noises.

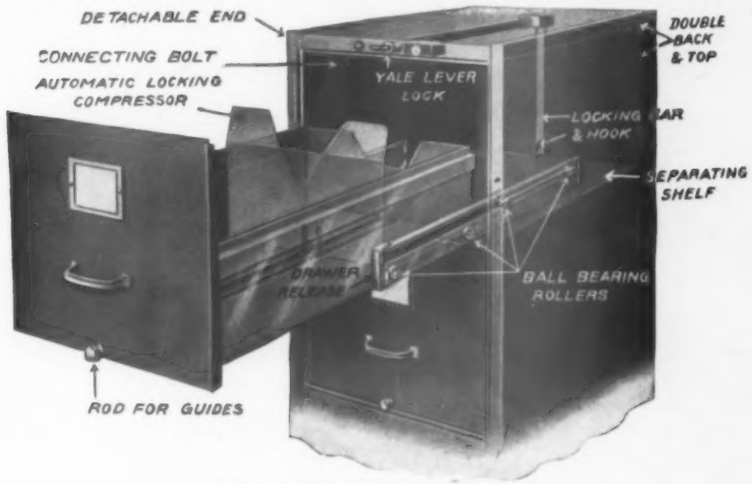
A practical test was made some time ago, whereby a drawer, loaded with fifty pounds of correspondence, was shot in and out of a case 220,000 times, yet was running smoothly and quietly at the finish. This was a real test of abuse and proves that Berger "1300" Steel Units will give a lifetime of satisfactory service.

The double wall construction throughout makes these units a steel fortification against fire, dust and rodents.

No matter what the filing requirements of your customers may be, there are Berger Units to care for them—efficiently, permanently and economically.

"The Drawer Slides at a Finger Touch"

Berger "1300" Steel Units would be a profitable line for you to carry. They're nationally advertised and in big demand. Our Co-operative Department renders valuable free assistance. Write for full particulars and "The Armor Plate of Modern Business"



Showing a few special features that make Berger "1300" Steel Units ideal for efficient filing purposes.

"The Ball-Bearing Roller Suspension"

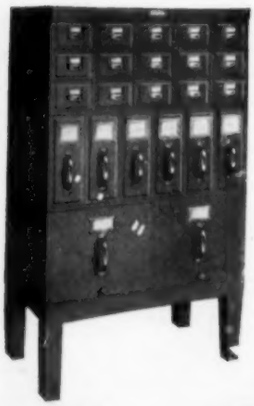
The Berger Manufacturing Co., Canton, O.

Branches: Boston New York Philadelphia Chicago St. Louis Minneapolis San Francisco

Export Dept.: Berger Bldg. New York City, U. S. A.

Globe-Wernicke Advertising Says:—

"There is a Globe-Wernicke Agency in your Town"



GO THERE and ask to see the Globe 2000 Line—the greatest filing cabinet value on the market today . . . . . Study it at the Globe-Wernicke Agency in your town . . . . . The 2000 line solves every equipment problem of filing and of price . . . . . Your local Globe-Wernicke Agency has them.

Globe-Wernicke Advertising never lets the public forget the Globe-Wernicke Agency. Globe-Wernicke Advertising is planned to benefit us only indirectly by first benefiting *you*.

Look up that two-page ad in September System—and be mighty sure your salespeople can show and talk the goods it advertises.

The Globe-Wernicke Co.

CINCINNATI

Largest Makers of Wood and Steel Filing Equipment in the World

Wernicke
Office Equipment
ENDURE

Counters and Files in One

GLOBE "Counter Height" Filing Cabinets take the place of counters and do the work of files, thus saving oceans of floor space and making office rent go twice as far. They are in demand as low partitions that separate desk-men from floor-men and yet facilitate their working together. An unusual item that will get you new business—and pay its own way in the bargain.

33-Inch Line

MARVELS of compactness, 33 inches wide, with unlimited capacity for expansion vertically or horizontally, and offering a complete line of various sized units for various filing needs. No Globe-Wernicke stock is comprehensive without the 33-inch line.

Sectional Steel Shelving

SPACE saving, clean-keeping, economical shelving that you can add to as needed. Fine on salesroom floors, stockrooms, storerooms, toolrooms, vaults, factories or warehouses. A paying proposition that gets you "in" on an entirely new field of business.

Posting Desks

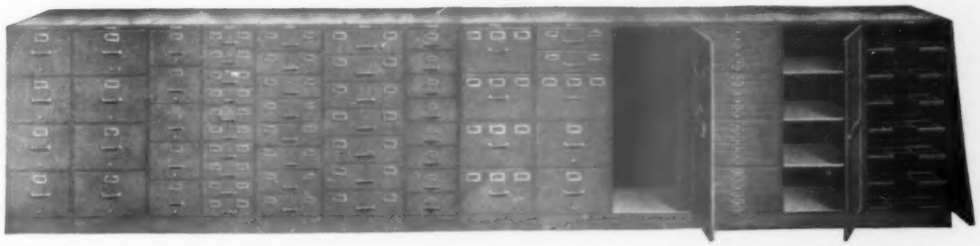
A NECESSITY wherever card files are a big factor in a business. One clerk can do several times the work with one of these posting desks. Display one in your window—it is an attention getter and a maker of sales.

Globe Steel Safes

STEEL, theft-proof, fire-resistant filing cabinets for private and important papers, letters, account books, etc. Interior permits a thousand different arrangements of various sized filing units. The veterans of a thousand fires, each of which increases our sales of this item. Be sure to have several sizes on display.

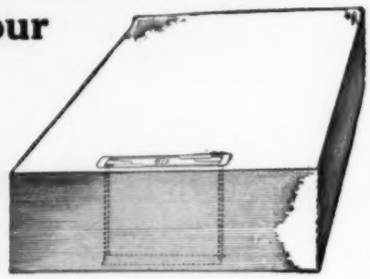
Globe 7000 Line

HEREWITH are shown 13 different combinations of this line in one great combination. This is the greatest filing value on earth. The same files in wood—the 2000 line—should likewise be on your selling floor. They are the backbone of your business. They pay the rent and a whole lot more.



Letter Size | *Cap Size* | *Bill Size* | *CARD INDEX FILES 3x5 4x6 5x8* | *Check* | *Document* | *Special* | *Wardrobe* | *Legal Blank* | *Cupboard* | *Roller Shelves*

Bind Your Loose Papers in Book Form



A perfect binding at little expense.
Prong Shield Washer holds prongs flat.

THE ACCO FASTENER

will bind any amount or kind of paper — the **Perfect Filing Device.** Takes up no room in the files.

Send for free sample.

MADE BY

American Clip Company

Long Island City, N. Y.

VENUS

10¢ PENCIL

BECAUSE it makes good again and again and again doing the hardest kind of work perfectly and easily—that's why VENUS buyers come to your store repeatedly to get this famous distinctive VENUS water marked pencil. VENUS perfect pencils are great trade-makers. They create steady customers for you. Be sure your stock is complete. VENUS is made in 17 degrees, 6B is softest, 9H is hardest. There are also hard and medium copying.

VELVET

5¢ PENCIL

FOR general writing purposes, this pencil is without a peer. It's Blue-Band is what the man who comes to buy looks for. Velvet is exceptional for its smoothness, long life, and all 'round adaptability.

Write for catalog and prices.

American Lead Pencil Co.
220 Fifth Ave., New York
and Clapton, London, Eng.

been confined to the simpler adjustments which were beyond the power of the owner of the machine but were not sufficiently intricate to demand well-trained male attention. The wages of these girls run between $3, $4.50 and $5 a week during the period of training. These rates are low, but it must be taken into account that the girls are being taught their business and for a good long time they may not be even worth these small sums. It is to be presumed that when they become qualified to take a man's place completely they will get a man's wages. It is interesting to note in passing that in the Remington shops here most of the girl mechanics are sisters or other close relations of men who formerly worked in these shops and are now in the army.

Along with the lady typewriter mechanic comes the first typewriter saleslady. Already a few of these have been appointed and, of course, before the war there were several ladies in responsible positions in the various London headquarters. Many of these ladies have received higher appointments in so far as is allowed by the unusual conditions under which the typewriter business has of late been carried on. "It may come to typewriter salesladies if the war continues much longer," said a London sales manager; "but under present conditions as many orders come in as we can very well deal with, and the hustling round for orders is not so urgent as in ordinary times. For instance, we have just received, after long waiting, a consignment of 600 machines, and at the present moment I have orders awaiting execution for 120 of them straight away. It is no good rushing about for orders if you cannot execute them as you would like to do. For the present, it is a case of picking and choosing your business; of taking care that your best customers are supplied first. There is no reason why, if it is found necessary, the more experienced lady members of typewriter company staffs should not undertake the work of salesmanship. They are better qualified for it than are many of the women who are taking up war work which is entirely new to them."

Apropos of my remarks about extra female help at typewriter headquarters, I give a picture of the general offices of the Bar-Lock Company showing 34 clerks at work, of whom only one is a man. All the other men in this department have joined the army.

The curious connection between office illumination and the colors of typewriter ribbons is pointed out in an article in "Electricity," in which the writer remarks that in office lighting the present tendency is towards general illumination and the elimination of desk lights. The entire office, as pointed out by one writer, is in this way made more attractive to employés and the public. Greater personal efficiency has been accomplished through lessened eyestrain caused by glare from poorly-shaded lamps and too brilliantly lighted papers, and by tiresome readjustment of the eye in glancing from the bright desk into the comparatively dark room and back again. But there are two things that are sometimes ignored when changing from local to general office lighting—the light tints of ledger inks and colored typewriter ribbons. Where these remain in general use lighting will cause complaint, unless it be of an intensity higher than necessary for comfort in the reading of books and papers printed in black type. It is usually cheaper to change the ink or ribbons than to maintain unnecessarily high intensity of illumination.

Finally, a note about the stationery business in this country. This is exceedingly good in all departments,

Let us tell you about it

Many big dealers in recent months have been buying this case in large lots and selling them at big profits.

It is known as our famous E4L.

Let us tell you about it.

Fireproof Furniture & Construction Co.

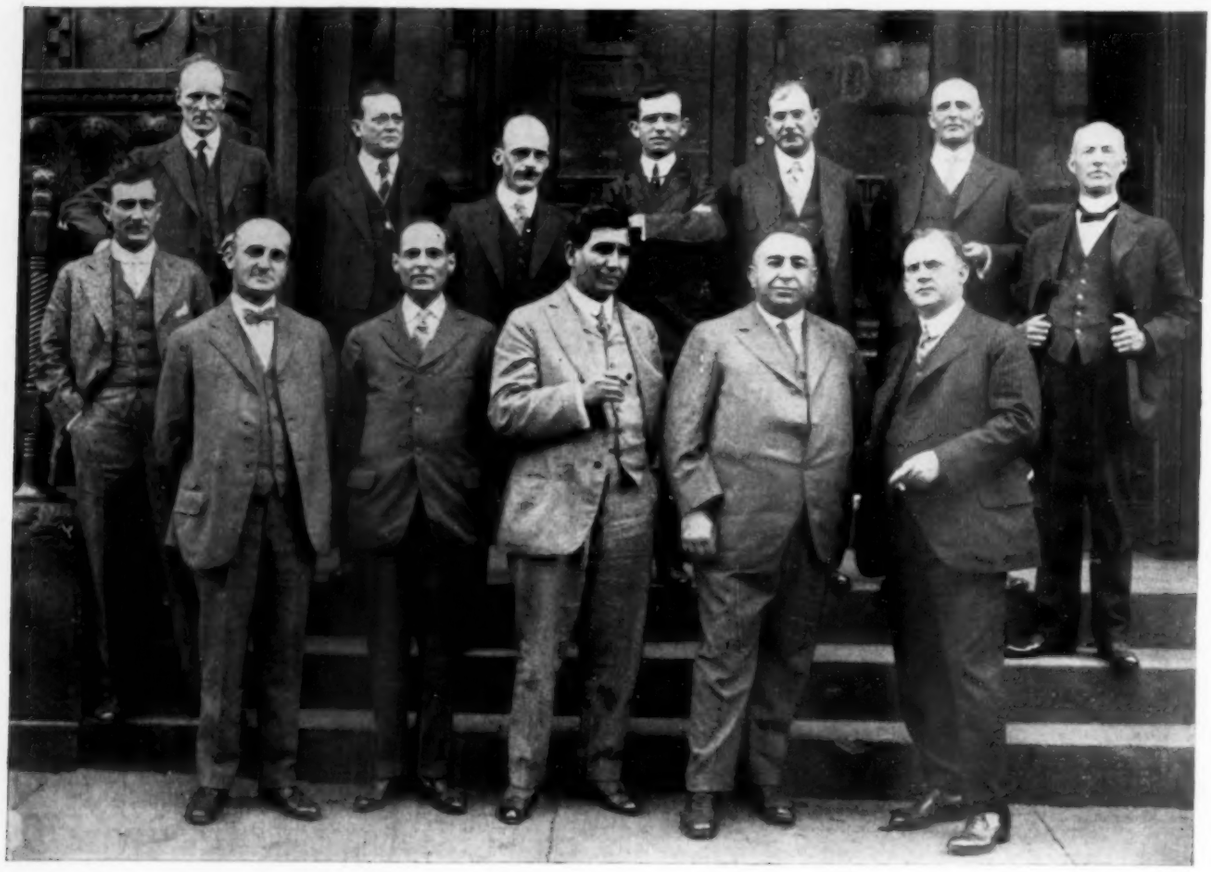
MIAMISBURG, OHIO

New York Office **25 W. 45th Street**

Makers of Security Steel Office Equipment

even at the higher prices now current, due to the scarcity of raw material. To cope with the heavy demand for envelopes Sandle Brothers have just installed a number of the latest envelope making machines, which has necessitated an extension of their factory. This practically doubles the floor space available for purely manufacturing purposes and they have taken additional premises adjoining in Lovell's Court for their wholesale Christmas card publishing department. Other stationery firms speak also of the growing nature of their business, especially in connection with card and color work.

Monsieur A. Roux, 13, Rue Monsigny, Paris, has been nominated by the French Customs as expert for typewriter ribbons and carbon paper. His work is to investigate whether typewriter ribbons and carbon paper are actually manufactured in the country and as stated on the goods.



Delegation of Latin-American representatives of Joseph Dixon Crucible Company.

Dixon Entertains Latin American Representatives.

The Joseph Dixon Crucible Company regard themselves fortunate in having as the representatives of their pencil department in Latin America the excellent sales organization of the National Paper & Type Company.

Nearly all of the branch managers of the National Paper & Type Company were recently in convention at the home office in New York, and, by arrangement with H. H. Meyer, manager of the paper and stationery department, it was the privilege and pleasure of the Dixon Company to entertain them on Thursday, September 21st.

The delegation arrived at the Dixon Company's main office in Jersey City about 10:30 a. m. and they were conducted by R. Van Dien through the pencil department of the Dixon factories, usually designated by the late vice-president of the Joseph Dixon Crucible Company, John A. Walker, as "the elephant."

After lunching in the Dixon dining room, a photograph was taken, showing the men standing on the steps leading to the main entrance to the Dixon offices. In the photograph were the following gentlemen:

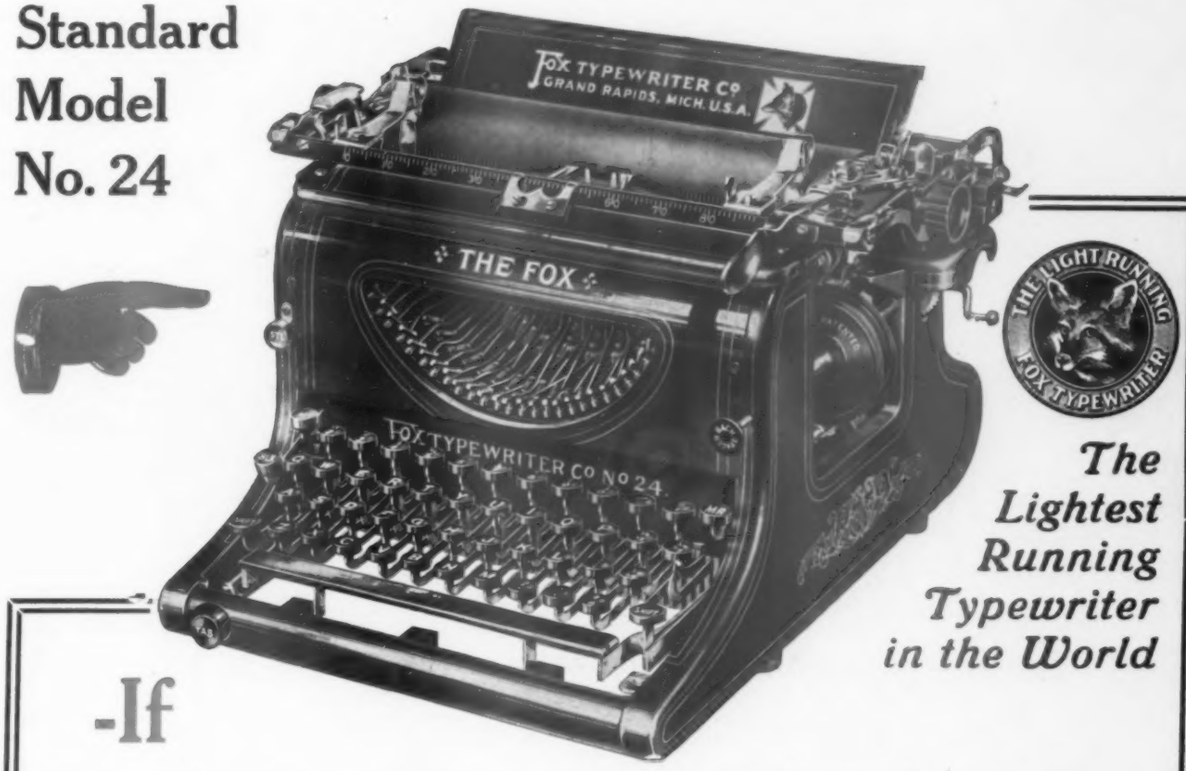
Back row, from left to right: Robt. H. Beals, representative in Brazil; E. F. Scott, manager, Guadalajara, Mexico; Geo. G. Cobean, manager, Buenos Aires, Argentina; Herman Price, manager, Pencil Department (Dixon); I. H. Jacobs, manager, Mexico City, Mexico; F. P. Mattox, manager, Havana, Cuba; R. Van Dien (Dixon).

Front row, from left to right: B. H. Jacobs, manager, Monterey, Mexico; A. J. Pfaff (Dixon); C. G. Valadez, manager, Guaymas, Mexico; T. N. Rice, manager, Lima, Peru; H. H. Meyer, manager, paper and stationery department; J. H. Schermerhorn, treasurer, Joseph Dixon Crucible Company.

With the photographer's duty performed, the visitors settled down to a full afternoon's conference regarding matters relating to the interests of Dixon's pencils, erasers, crayons and penholders in Latin America. The conference was presided over by Herman Price, assisted by A. J. Pfaff, recently promoted from the Dixon Philadelphia office to the position of special representative of the pencil department at the main office.

In the evening the representatives of the National Paper and Type Company and their wives were the guests of the Dixon Company at the Hippodrome, and later in the Cascade of the Biltmore Hotel.

Standard Model No. 24



The Lightest Running Typewriter in the World

-If The Fox Typewriter is Not Sold in Your City

Write for Special Prices Direct

The New Fox is the Lightest Running, Fastest Running, Most Quiet Running Typewriter ever built in the United States or in any other Country.

If we do not have a representative in your city, write us direct for prices and terms. We will ship on trial to any responsible party, anywhere in the United States, for comparison with any other typewriter.

We are living in a wonderful year of a wonderful age. Be optimistic enough to want the best.

SLIGHTLY USED STOCK

Our "Slightly Used" stock of Fox Typewriters represents the greatest typewriter values ever offered either to individual buyers or to typewriter dealers. These are practically new goods, up-to-the-minute in every detail—exactly like catalogue specifications and at nearly half the regular selling price.

REBUILT FOX TYPEWRITERS

Our Rebuilt Fox Typewriters look like new, write like new, are guaranteed for three years the same as our new ones and have been rebuilt right here in our own factory with from 40 to 50% of new parts.

A rebuilt Fox Typewriter is a better typewriter to buy than any new typewriter selling for less than $100.00.

HIGH CLASS DEALERS WANTED

Exclusive Selling Contracts Given

You can put the New Fox up against any kind of high class Typewriter Competition and win out—and at a good profit on the sale.

In Quality the New Fox Typewriter has never been equalled and the dealer who secures its representation for his territory has an undeveloped gold mine in his possession.

Tell us how many typewriters you can use at once, how many monthly you expect to sell, and just how much territory you can handle.

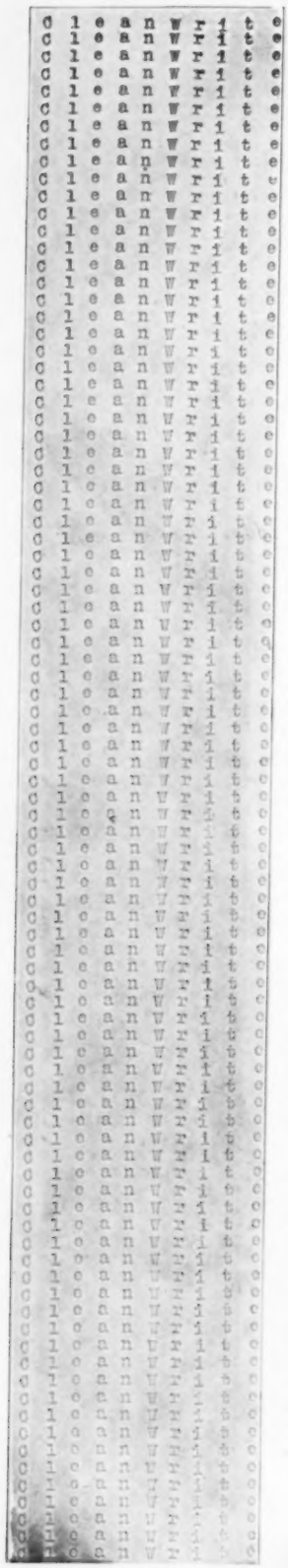
In replying mention Office Appliances for October.

FOX TYPEWRITER COMPANY

BUILDERS OF HIGHEST QUALITY TYPEWRITERS

3109—3119 FRONT AVE. GRAND RAPIDS, MICHIGAN, U. S. A.

Manufacturing Typewriter Ribbons and Carbon Papers



Fac-Simile of Test Sheet

is our business. Twenty years experience has so perfected our process that we now produce the highest grade, most efficient typewriter ribbon and carbon paper on the market.

CARNATION BRAND

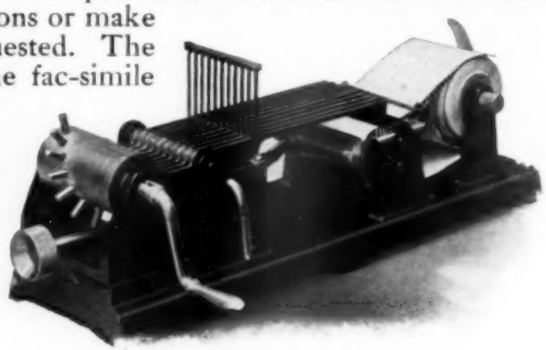
"The Pink of Perfection"

This ribbon is inked by a triple process with our wonderful recuperative ink, which gives it greatest durability. It gives clear, brilliant impressions, is non-smearable and non-filling. It is the best grade possible to produce.

Our next grade — Elk Brand — is a high quality ribbon used extensively by the U. S. Government. It gives clear impressions and shows wonderful durability. We recommend it as a serviceable ribbon for all classes of work. Aurora Brand is a fine quality ribbon made of imported materials. It has been on the market fifteen years and is a popular priced product.

How We Prove Our Claims

We have devised a testing machine with which we have equipped our ribbon department, and every ribbon we produce must show one hundred perfect copies on one spot to pass our inspection. The test proves conclusively the strength of fabric, color and durability of the finished ribbon. Our salesman carry these machines with them and they are at your service. Our representative will call and demonstrate the machine on our ribbons or make any comparative test requested. The cut of the machine and the fac-simile copy of the test give a good idea of our method. This is a real tangible proof of the goods; you need not take anybody's say-so or make your decision on abstract arguments. Our machine will fairly and honestly test all claims.



The Testing Machine

Send for our salesman and get the facts.

MILLER-BRYANT-PIERCE CO.

AURORA, ILLINOIS, U. S. A.

Why Russia Prefers to Buy in America.

BY MELVILLE MUNDELL, OF THE SAFE CABINET CO., MARIETTA, O.

Why should Russia make all kinds of preparations to facilitate trade and commerce with the United States direct when she can buy American products on the European continent? The reason is very plain. In buying direct in the United States she saves from two to three margins that she must pay on American products if bought in Europe. The American manufacturer and exporter when formerly approached with a proposition for Russia invariably had one reply: "Our London man is looking after that and you must see our London representative for any proposition regarding Russia." Now the American manufacturer thus giving complete and full representation to his London firm for the entire European continent, made a very grave mistake, for this reason: The London firm cannot take care of Europe, but they are better prepared and equipped to take care of the various British possessions. To get the products, however, on the European continent, he invariably heretofore made arrangements by giving a subagency to a firm in Berlin or Vienna and including Russia with the Austrian or German firm. Thus the Russian merchant in purchasing American products on the European continent is obliged to pay a price in which is included a margin to the London firm, a margin to the Berlin firm and a margin to the American exporter. Thus, by the time the merchant in Russia obtains American products on the European continent, he pays an exorbitant price, making it almost prohibitive—and then his only alternative is to buy European products because they are "equally as good" as American and cost less.

Now this is one and the main reason. The other reason is simply because Russia up to now has been compelled to buy American products in Europe, if she bought them at all. Russia never had an established commercial or industrial credit in the United States. Why? Because I cannot think of and know of no nation that has been so abused and misrepresented commercially as Russia has been. There seems to have been a steady, systematic and organized propaganda to belittle and to discredit the Russian merchant. This propaganda was mainly responsible for Russia failing to establish a commercial credit in the United States, and while this systematic and apparently organized method of effectively preventing the Russian merchant from obtaining credit here in the United States was proceeding, the European dealers reaped the benefit by exporting and obtaining exorbitant prices and enormous profits on American products, and thus Europe enriched herself at the expense of Russia.

The old saying, "It is an ill wind that bloweth no one any good," seems to be true. For this European war, while it is educating the world, is also educating Russia. Russia with her enormous demands for American products has been a heavy contributor to the gold chests of Europe. She is now going to save that. The Russian merchant has been painted as an easy-going chap, without special responsibility—as a man always ready to place his orders and buy products without much thought of the day of settlement. Thus the American manufacturer or exporter was afraid of the Russian merchant and gave over the "worry" to his London firm. The London firm, however, like the firm in Vienna or Berlin, were not afraid of the risk and grew rich at Russia's expense. Thus the propaganda of misrepresenting Russia was carried on most effectively to the detriment and discredit of Russia.

Now, as a native of Russia, I will say that the business man of Russia is a polite and courteous gentleman, with the same moral and legal responsibilities and obligations

The Man Whose Records Are Worth Something

is a daily visitor to your store. It is this man to whom there is a decided appeal in

Underwood's "EVERLASTING" Bank Ink

A record made with this ink is really a record, because it *"Lasts as long as the paper."*

Underwood's Bank Ink comes in handsome, convenient bottles with our improved pour-out device on quart and pint sizes.

Are you getting good ink service?

John Underwood & Co.

62 Park Place, NEW YORK, N. Y.

BRANCH OFFICES:

BOSTON TORONTO LONDON PARIS VIENNA

NOVEMBER OFFICE APPLIANCES will contain a complete report of the annual convention of the National Association of Stationers and Manufacturers now being held in Atlanta, Ga. The committee reports will be printed verbatim; the proceedings of each day will be given; the entertainment features described and the entire convention section replete with illustration.

The New York Business Show, in its entirety, will be taken to our subscribers all over the world. There will be a report of the typewriting contest, pictures of practically all the exhibits, and a full description of each machine or article exhibited.

A number of special articles will round out the magazine and the New Machines and Devices Section will have its usually interesting features.

The announcements of over 247 advertisers will be placed before an enthusiastic, buying audience. Every manufacturer in the field should take advantage of the opportunity presented by this number.

The next number of Office Appliances will be the largest and best of the year.

OFFICE APPLIANCES

417 South Dearborn St. CHICAGO

HAMPDEN
THUMB TACKS

STRIPED CELLULOID COVERED
Four Colors—Two Sizes

PLAIN CELLULOID COVERED
Four Colors—Two Sizes

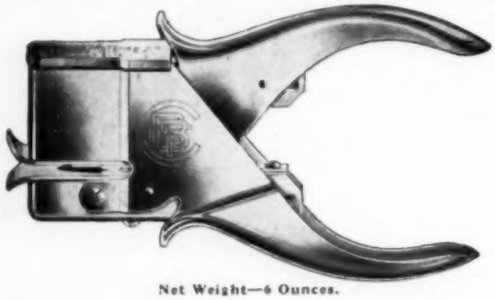
NICKEL PLATED ONE PIECE CUT-OUT
Four Sizes

AMERICAN MADE

PRICE LIST "T" READY

Hampden Manufacturing Co., Inc.
106-108 Fulton St., NEW YORK, U. S. A.
Makers of "Angle-Hold" Picture Hooks

Neater—Quicker—More Efficient



Net Weight—6 Ounces.

By using the Bump Paper Fastener

you can permanently bind two to eight sheets of ordinary weight letterhead paper. This machine requires no staples, pins or clips, and, although the fastening is permanent, the paper can easily be separated without damage. It is the ideal equipment for the file clerk. The Bump fastener is simply, practically constructed and, as the working parts are well covered, they do not get out of order.

FOREIGN INQUIRIES

are solicited and will be given immediate attention. All orders from abroad are handled promptly and carefully.

STATIONERS: This specialty offers good profits. Write today for full details of our liberal dealers proposition.

BUMP PAPER FASTENER CO.
LA CROSSE WISCONSIN, U. S. A

as the business man in the United States, and is as prompt and as honorable in the discharge of his legal and moral obligations as the American—only his is not 10-2 or 30 net, because he has been educated otherwise by our European friends. True, their system commercially is not as progressive as in the United States. Their purchases are made on 3 months, 6 months and 12 months payments with interest, not because they think it is a good system, but because Europe had established and educated them to that mode or system of doing business. This not only applies to Russia, but applies even on the South American continent. The 6 or 12-month credit on the purchases in South American countries were established by our European competitors. This was their only effective weapon to fight American competition. They have succeeded both in South America as well as in Russia. While we all know that the form of government in Russia is different from that in the United States, Russia, however, is ruled by laws, and the laws governing the payment of incurred debts and obligations are as well enforced in Russia as they are in America. Once the American manufacturer and exporter has his eyes opened to the misrepresentation from which the Russian merchant has suffered because of this propaganda against his credit and standing; once this is cleared, then a new era will dawn for the American manufacturer, and the commercial and industrial relations between America and Russia will be of the best and closest.

In this article I thus give the reasons why Russia has no credit in America, but the end is in sight and a new era is at hand for direct trade with Russia for the common benefit of both nations.

A Letter From Belgium

Office Appliances is in receipt of the following interesting letter from a gentleman who since the outbreak of the war has been a soldier in the Belgian army, but who, previous to the war, was prominently identified with the office appliances industry in Antwerp. He says:

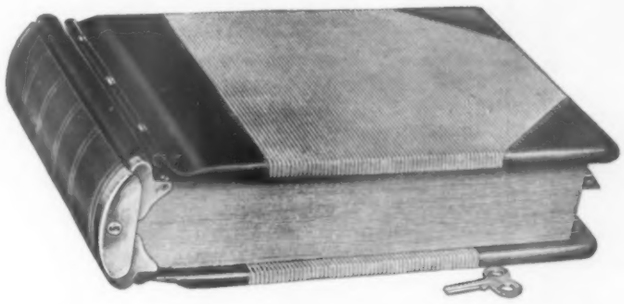
"Long ere this I should have written to you, but although we have been on very friendly terms for some time now I still consider you in the light of a business friend, and it is just business that I have tried to keep out of mind most, because it is just the thing that made me feel most what war is. Now today it is just two years since I volunteered for the Belgian army, and I have some satisfaction in saying that I have not left the front during that time, and it appears to me as if things possibly may change at a very unexpected moment—perhaps soon—and this brings the question before me, 'what about business when this game is over?'

"This means no prophesying of peace at a certain near time. No; we have seen too many clever and supposedly well informed people make prophesies not to recognize the unwisdom of hasty predictions, but, still, hope is life.

"You have already heard from my partner that our store and office did not suffer from the shells that dropped on Antwerp, and only a few days ago I had a letter from home stating that things are getting on better than could be expected in these times, and that we still are leading the line. Of course, such news is very comforting and the certainty of getting back our business, or let me call it our little kingdom, is very inspiring, for I am led to believe that I shall only have to take my chair at my desk and start work as if I had come in after a kind of holiday. This surely is a fine prospect.

"What will business be in Belgium after the war? I foresee it as very good. The history of previous wars and the periods following them bears out this prediction.

NATIONAL



The Royal Loose Leaf Ledger

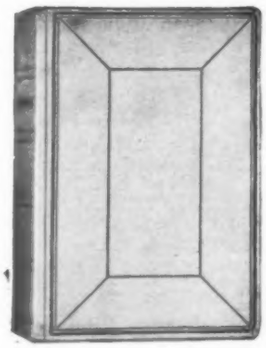
The ROYAL LEDGER is just what its name would imply—something above the ordinary! It is strong, handsome and durable. The binding is first-grade Russia and Corduroy over beveled boards. The back is solid steel with curved steel hinges. A cylinder lock, fitted with a corrugated key, not easily duplicated, makes it safe. Examine this book—you will see that it measures up to every high grade requirement.

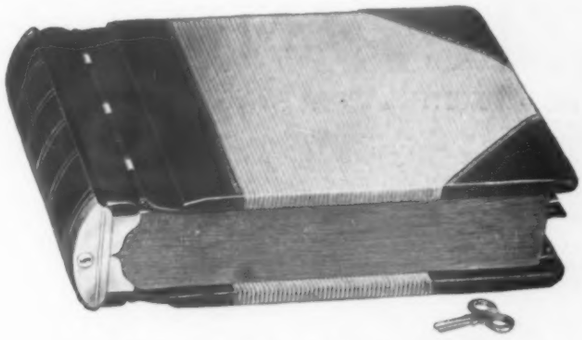
Flat Opening Books

There is a continuous demand for Flat Opening Books. The illustration below is only one of many sizes and various bindings, with rulings for Day Books, Journals and Cash Books. In short every needed size and ruling. This book is copper wire stitched to guard hinges.

Invoice Books

This style of Invoice Books, made with flat back, is much more desirable than any other. The National line includes 8 sizes and 5 different capacities. Be sure your supply on hand is large enough and sufficiently varied to meet the demands of your customers.





National Security Ledger

The National Security Ledger is the one your customer needs if substantial construction, good looks, and a medium price are demanded. It is fitted with a Flat Key Locking Device which is proof against picking. The mechanism is such as to give the greatest strength possible. It is beautifully bound in black Pig Grain Texhide and Fawn Corduroy. Your choice of 10 sizes, 8 ledger rulings and 3 capacities.

NATIONAL BLANK BOOK COMPANY

HOLYOKE, MASS.

Have You Your Copy?

Last month we announced the distribution of our Revised Catalogue No. 36 of Bushnell's "Paperoid" Filing Containers. If you are one of the dealers who has not yet received his copy of the catalogue you are invited to write for it today.

BUSHNELL'S Paperoid — ALVAH BUSHNELL CO. — TRADE MARK — PHILADELPHIA — WEARS LIKE LEATHER

The Bushnell line of itself is an accepted part of the stock of almost every worth-while stationer and office equipment dealer.

The new catalogue makes Bushnell's "Paperoid" even more profitable to dealers than ever before.

You are invited to send for as many copies of the Catalogue as you have salesmen and departments. If copies with your imprint for distribution are desired, send copy for imprint and advise us how many you desire.

Alvah Bushnell Company
CATALOGUE DEPARTMENT
925 Filbert Street PHILADELPHIA

STICKINE

THE STICKTITE LIQUID PASTE.
Desk Pot with **Patent Wipe Off**—A Quick Seller.

Put up in Quarts, Pints, Desk Pots and Tubes.

A Refill Package

Desk Pot No. 435½ 5½ oz. Size.

DIAMOND INK CO.
Milwaukee Wisconsin, U. S. A.

The geographically favorable situation of our country, its resources that are far from being exhausted, and the industrious spirit of our nation are guarantees that in a very little time we shall rebuild our business to what it was before the war and possibly even surpass these figures.

"Although having been two years away from home, my partner, now in London, has been watching closely what our market is doing. He has kept in touch with the firms we dealt with before the war, and with the aid of Office Appliances has been able to keep himself up to date. Here I only repeat what my partner wrote you before, that we will be open and willing to work whole-heartedly in the interests of manufacturers of good office furniture in wood and steel. We also want to handle first-class calculating and addressing machines and any other useful articles in the office equipment lines.

"While I write these lines I am on night duty, the guns singing their usual song. Of course, we take little notice, for it now has come to pass that it disturbs us more when they keep quiet than when they speak too much. I have often regretted not having a dictating machine at my disposal. I surely could have registered some very interesting records when hundreds of guns were singing a chorus together. I bring this to a close, having to go around and see if the boys are doing their bit properly."

The Underwood Used in Italian Trenches Before Goritz. Photo by Courtesy Rebora, Beuf & Co., Milan, Italy.

Icelander Visits America.

Arent Claesen, of the house of O. Johnson & Kaaber, Rekjavik, Iceland, will leave Iceland about the middle of this month by the steamer Godafoss, of the Iceland Steamship Company, bound for New York. Mr. Claesen expects to spend about a month in the metropolis, where he will be registered at the Hotel Astor.

Olafur Johnson, of the house of O. Johnson & Kaaber, states in a recent letter to Office Appliances that it is possible he may come to the United States next fall, in which event he may come to Chicago.

Specimen from Cuban Press.

Office Appliances has received from Rambla, Bouza y Ca., a copy of a report of the Secretary of Agriculture, Commerce and Labor of Cuba. This report, which is 9½ by 12½ in page measure, contains 232 pages pertaining to the sugar industry of Cuba. The statistics covering the extent and value of the sugar industry of the various states of Cuba comprise the greater part of the work. Diagrams in black and white and in color are distributed profusely through the volume.

Cesco

the logical line to tie up to—

The greatest season in the Loose Leaf Industry is just opening. Nineteen Sixteen has been the most prosperous in our history. Never before has there been such an active demand—from **all** classes of business. The Fall and Winter months to come offer an opportunity that every dealer should avail himself of.

But to secure your rightful share of this business, your Loose Leaf Department must be equipped with a complete, up-to-date assortment of Loose Leaf Ledgers and Accounting Supplies.

The Cesco Line is the logical line—it represents the most complete assortment of modern accounting outfits that is possible to devise. It is the standard by which others are gauged. It is a line of **individuality**—each item with some distinguishing feature, quickly apparent to the discriminating buyer. The range of construction and price has been so carefully worked out from the consumer's standpoint that the dealer handling the Cesco Line has every possible advantage.

Showing just a few popular Cesco items

Aside from the immense variety of Ledgers, Post Binders and sundry items, we carry an extensive assortment of Ready Made Accounting Forms—forms devised to fit every line of business and for every branch of accounting. Imprinted booklets and folders, window signs and elaborate show cards and other dealer helps are supplied in abundance.

No matter how well you may be satisfied with your present connection, investigate the Cesco Line. Let us send you a catalog, terms, discounts and full information. We want to submit our budget of **facts** and figures.

THE C. E. SHEPPARD CO.

Cesco LOOSE LEAF Cesco

303-311 Hudson Street **NEW YORK**

INKLETS

is the new name for Eclipse Ink Tablets—the largest selling, most approved and practical Ink Tablet

Used in the offices of all up-to-date Banks, Corporations, Clubs, Libraries, Homes and U. S. Government.

INKWELLS
No rubber parts.
No plunger to crust and stick.
No spouting.
No wasteful evaporation.
No dirty fingers.

INK TABLETS
Blue-black, Red, Green or Violet.
Packed in air-tight tin boxes that easily slip into a vest pocket.

SEND FOR SAMPLE BOX INK TABLET MAKING FULL QUART
75c for Blue-black, Green or Violet (32 tablets)
$1.00 for Red - - - - (32 tablets)

Catalog sent free on request.

General Eclipse Co., Dept. A, Danielson, Conn.

METAL OFFICE

Waste Baskets

FOR YOUR BEST TRADE

¶ Durable and safe because they are built from steel.

¶ Attractive because they are designed and finished like wood.

METAL OFFICE FURNITURE CO.
Grand Rapids Michigan

Dealers:—You should have our catalogue of steel desks and tables at hand. They are priced to sell.

New Royal Dealers at San Jose, Costa Rica.

Mark J. Trazivuk, traveling representative for the Royal in northern South America and Central America, has appointed new Royal dealers in San Jose, capital of Costa Rica, in the well-known jewelry firm of Messrs. Ramon Ortiz e Hijo. This firm, which has a first-class establishment on the main street of San Jose, is intimately acquainted in high Costa Rican government and commercial circles. They possess all the qualifications necessary to make excellent Royal representatives. Mr. Trazivuk writes that at Royal headquarters we may anticipate the pleasure of a visit from Mr. Ortiz about the middle of September.

A Small Globe Trotter.

The picture here shown is a likeness of little Miss Dorothy Kitchler. Miss Dorothy is four years old and is the daughter of Mr. and Mrs. A. C. Kitchler of Christ-

Miss Dorothy Kitchler, Age 4, Daughter of A. C. Kitchler, is Already a Globe Trotter.

church, New Zealand. Dorothy was born in Honolulu and has traveled with her papa and mamma throughout the United States, England, Africa, Australia and New Zealand, and in her travels has visited well over two hundred cities in the countries mentioned.

"South American" Branches of American Firms.

U. S. Consul Homer Brett, La Guaira, Venezuela.

The number of American firms attempting to handle their Venezuelan trade through a "South American" branch located at Buenos Aires appears, unfortunately, to be increasing. The only advantage that American exporters normally have over European competitors in this market is that of nearness and accessibility, and to attempt to do business with Venezuela through Buenos Aires is to throw away a great advantage and assume an impossible handicap. A letter may be sent from Caracas to New York and a reply received within twenty days, to Europe from thirty to thirty-five days are required, while to Buenos Aires about eighty days are the least that could be counted on.

The countries bordering on the Caribbean should always be excluded from the field of such a branch or agency, but even when they are not it is urged that American firms never inform Venezuelan merchants that

Illustration is ⅞ size of Machine

Brushed bronze effect, with black and nickel trimmings

A SENSATION IN THE TRADE

STANDARD Check Protection for $7.50
Think of the Possibilities for Sales!!!

Twenty years of National advertising and personal solicitation have **"sold"** most of your customers on the idea of check protection. But the high price of Standard Machines has scared away all but 14%.

The DIMUNETTE Check Protector

at $7.50 will make a tremendous appeal to the other 86%, who are now without protection, solely because of high price. Show The DIMUNETTE and the sale is made. Fully protected by patents, extremely light in weight, handsome brushed bronze effect, solid construction—everything high-priced machines have—***at a Popular Price.*** And a profit to make you open your eyes! It writes a line this—

$1000 NOT OVER $1000

Telegrams, letters, personal visits to the factory are eating up our production. Place your order **NOW.**

Quick action is essential to get delivery.

Clip the Coupon and get complete information and prices. It will tell you how to get a DIMUNETTE **FREE.**

DEFIANCE CHECK WRITER CORP.
Oldest makers of check protecting devices in the U. S. A.
297 STATE STREET ROCHESTER, N. Y.

COUPON

Defiance Check Writer Corp.
Rochester, N. Y.

Send prices and information on Dimunette Check Protector
We use dealer helps such as
Booklets, Window Hangers, Etc.

Signed .....

Firm .....

Address .....

Pop. of this town .....

PEERLESS BRAND PEERLESS BRAND

The Battle of the Brands

PEERLESS BRAND "Mastergause"

The Dominant Carbon Paper

The coming struggle in the sale of Carbon Paper and Typewriter Ribbons will be entirely in favor of the wise dealer, handling the branded goods of a Successful and Progressive Manufacturer, one who **actually** co-operates with him.

Goods that sell well, look well, and wear well, are entitled to a permanent position in the world of trade, and this can only be established by the trade-mark.

We are prepared to form a "DUAL ALLIANCE" with one successful dealer in every city.

Peerless Carbon & Ribbon Mfg. Co.

UNITED STATES
113 West Broadway, New York

EUROPE
39-40 Shoe Lane,
London, England

CANADA, TORONTO
176 Richmond St., West

PEERLESS BRAND PEERLESS BRAND

Goes Lithographed BLANKS of Quality

FOR THE PRINTER AND STATIONER

A COMPLETE LINE COMPRISING

Stock Certificates
Gift Certificates
Certificates of Award
Insurance Policies.

Bonds · Diplomas · Checks · Charters ·

Goes Corporation Record
also
Lithographed Calendar Pads

GOES LITHOGRAPHING CO. 42-48 WEST 61st STREET CHICAGO.

· SAMPLES ON REQUEST ·

their inquiries have been referred to Buenos Aires. Such letters not only invariably end all prospects for business but are not infrequently exhibited as illustrating the absurd business methods of American business men in general. It would be more practical for a New York firm to handle its Massachusetts business through a San Francisco office than to deal with Venezuela through Argentina.

Remingtons for the Vatican.

The Remington office in Washington reports the sale to the Papal Legation in that city of ten new model Remingtons for use in the Vatican palace at Rome. This brief news item is of rather unique and unusual interest.

More than twenty years ago the late Harry H. Hodgson, for many years Remington representative in New Orleans, secured the installation of a lone typewriter in the Vatican—a Model 2 Remington—and it remained alone for many years thereafter. Up to the present time it has been generally understood that practically all of the clerical work of the Vatican has been conducted in the old, time-honored way.

According to all available records it would appear that this recent sale of Remington typewriters is the first important typewriter installation that has ever been made in the Vatican.

Troubles of a Detention Camper.

A friend of Office Appliances, well known in the office equipment business on the other side of the water, and especially in England, writes that since the 22nd of October, 1914, he has been gracing four different detention camps with his presence. It happens that our friend was born in Hungary, but has lived in London for eighteen years. At the age of twenty-two he began reconstructing century old works in Birmingham, England. When war broke out, however, his business, like that of many others, went to pieces. It is his intention, however, to come to New York on his release and to start life anew, something which will not be at all impossible, since our friend is but a little past forty years of age. This gentleman speaks four languages and is an experienced office equipment man. He should be able to make a success of life in America with very little trouble.

A Brazilian Mail Order Paper.

Office Appliances just received from Gustavo Figner of Sao Paulo, Brazil, a copy of "O Echo," which is the largest mail order magazine in Brazil. "O Echo" is printed in the Portuguese language and contains much material which should be of interest to the public, including advertisements and announcements of agricultural machinery, electrical motors and appliances, household goods, musical instruments, phonographs, etc., besides general articles on live topics of interest. Several pages are devoted to recent styles for women, to home gardening, reviews of books and publications and physical culture. "O Echo" is an interesting publication.

L. Zecha Remembers Us.

Readers of Office Appliances will recall the article written by L. Zecha for Office Appliances and printed on page 69 of the January number. Mr. Zecha has been making an extended tour on his way back to Java and has considerately remembered Office Appliances with cards from various points en route. Three of these cards received recently were from Rotterdam, Holland; Stockholm, Sweden and Ural, Russia. The best wishes of Office Appliances accompany Mr. Zecha on his way back to Soekaboemi, Java.

The Diamond Steel Back Ledger

"Built Like a Battleship"

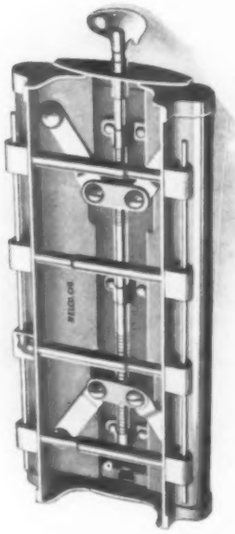
The Strongest Ledger in the World

HERE is a new ledger that will be a revelation to the buyer of loose-leaf books. It is simple—so there is nothing to get out of order. It is as strong and as sturdy as a battleship—built of the best materials found anywhere.

The leaves lie flat, of course, like they should. They are bound by brass telescoping posts and gripped like a vice between the giant jaws of the Diamond Steel-Back. The Diamond Steel-Back Ledger has a back bone of *one piece* of solid steel.

The special forming and off-set curving of the sides makes it absolutely solid.

It is covered with genuine red leather and imported tan corduroy. The Diamond Steel-Back Ledger represents the finest and most perfect loose-leaf book that money can buy. Its price is no higher than is asked for ordinary ledgers.



Write for Our Catalog and Price List

THE Diamond Steel-Back Ledger is but one of the superior products made by the Nelson Corporation. A postcard or letter addressed to us will bring our catalog and full particulars.

We invite correspondence with responsible merchants. Our proposition is proving decidedly profitable to many. You can supply your trade with higher grade merchandise very easily. We co-operate with you—and your profits are considerably larger. We should be pleased to hear from you.

The Nelson Corporation, Dept., 2597, Ravenswood **Chicago**

The
EQUIPOISE

MOST MODERN AND POPULAR
TELEPHONE ARM
OVER 200,000 IN DAILY USE
THE EQUIPOISE IS A GOOD SELLER

1. Swings over papers and inkstands
2. Supports the wires
3. Holds the 'phone securely
4. May be used sitting or standing

Approved by Telephone Companies
SEND FOR CIRCULAR 19150

THE HOLTZER-CABOT ELECTRIC CO.
BOSTON, MASS.
CHICAGO NEW YORK BALTIMORE

Insure Perfect Service

PINS

BANK PINS
CUSHION PINS
PYRAMID PINS

Your pin orders will receive careful and prompt attention. Satisfaction will be guaranteed if you send them to

CRESCENT BRASS & PIN CO.
DETROIT, MICHIGAN

New Royal Dealers in Colombia.

Mark J. Trazivuk, Royal traveler in Central America, has appointed Messrs. J. Escobar, Bernal & Company, of Medellin, Colombia, as Royal typewriter agents for the Department of Antioquia and Caldas, Colombia, and Messrs. Lopez & Michelsen, of Bogota, Colombia, as Royal typewriter agents for the Departments of Cundinamarca, Boyaca and Huilla, Colombia. Both of these new dealers should form very strong links in the present chain of able Royal representatives in Central and South America.

The senior partner of Messrs. J. Escobar, Bernal & Company, Juan de la C. Escobar, is one of the most prominent and substantial business men in Medellin, he being director of the Antioquia Railways and head of the local flour mills. He is opening a new establishment to handle the Royal typewriter and other products of American manufactories, and in this new business his four sons will be actively associated with him.

It is only reasonable to forecast that a house with the strength and influence of Messrs. J. Escobar, Bernal & Company will soon make the Royal a strong force in their territory.

Messrs. Lopez & Michelsen, of Bogota, should also make excellent Royal representatives. Mr. Lopez, of this firm, is the son of Don Pedro Lopez, one of the leading and most responsible business men in Colombia. Mr. Lopez, Jr., is a well-known banker and exporter.

The firm of Lopez & Michelsen has been established in the capital of Colombia to represent American manufacturers of various high-grade and standard products, among which, of course, the Royal typewriter will now play the most important part.

It is Mr. Lopez's plan to open a Royal school of typewriting and stenography in Bogota, so that he can give the capital city as complete a typewriter service as possible.

Some French Contests.

We present herewith a reproduction of a photograph taken at the thirteenth convention and contests of the Union of Stenographic Societies of France at Paris. The contests took place on August 6, and involved tests in

One of several photographs taken at the thirteenth convention and annual championship contests of the Union of Stenographic Societies of France. For this picture and for the accompanying article we are indebted to Mme. Andrée-Léon Vaudecrane, directress of the publication "Le Bureau Moderne," Paris, France.

stenography, typewriting, and the taking of dictation on shorthand machines. The 180 words a minute stenographic contest was won by Mlle. Marie-Louise Leirens. Second and third prizes were awarded to Rolland Bédabourg and Jules Vincent, respectively. Prizes were given also for the taking of dictation at the following divisions of words per minute: 160, 140, 130, 120, 110, and 100.

In the machine-shorthand contest the victor was Mlle. Yvonne Kahn, who wrote in the 180 words a minute class.

No. 693
Waste Paper Basket
(Single Wire)

Acme "Build-Up Trays"

No. B701
"Acme" Wire Letter Trays
(Patented)

No. B693½
Waste Paper Basket
Solid Tin Plate Bottom
(Single Wire)

The Acme Line
of Stationers' Wire Goods

Don't neglect to put in a good, representative stock of wire goods. Commercial offices, railroads and telegraph companies, all sorts of institutions are in the market, and they are good customers for the stationer or office equipment dealer. It is possible to develop a large volume of sales and there is excellent profit in the line.

No. B793
Railroad and Commercial
Waste Paper Baskets
(Patented)

The Acme Built-Up Tray

is a specialty that makes a mighty fine leader. Can be used as single desk tray or "built-up" to any desired number of tiers—illustration shows it built-up to three baskets high. It is easily put together and can be used as a permanent or temporary stack. The supporting posts can be slipped into place in a moment. A window display demonstrating the method of assembling makes a big sales booster.

Wire correspondence trays are the neatest, most durable letter baskets made. All Acme baskets are equipped with rubber feet which make them excellent for use on highly polished desks or tables.

FOR THE DEALER IN FOREIGN LANDS the Acme Line is an attractive proposition. The baskets can be nested for shipment, reducing transportation charges. They conform to the accepted United States standards as to sizes, and we can, if desired, manufacture baskets for similar purposes to conform to the standard sizes that are handled by foreign dealers.

Arrange for a stock of Acme Wire Goods. It will bring big returns. Write today for particulars.

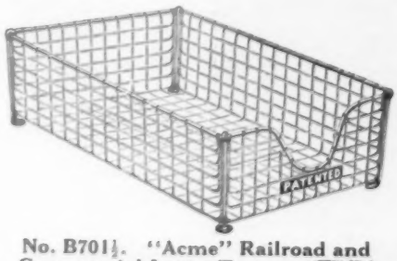
BARBEE WIRE & IRON WORKS
180 N. DEARBORN ST. CHICAGO

No. B694
Waste Paper Basket
(Double Wire)

No. B794
Railroad and Commercial
Waste Paper Baskets
Strong Double Wires.
Extra Fine Meshes

No. B694½
Waste Paper Basket
Solid Tin Plate Bottom
(Double Wire)

No. B70
"Climax" Letter Tray



No. B701½. "Acme" Railroad and Commercial Letter Tray—(Patented)

LA FRANCE

Means to men who know complete satisfaction and repeat orders.

La France, No Smudge, and Gold Leaf Brand Carbon Papers—

La France Brand Typewriter Ribbons—

Write us today for samples.

The National Ribbon & Carbon Co.
MANUFACTURERS OF
INKED RIBBONS & CARBON PAPER
411 FRANKFORT AVE.
CLEVELAND, O.

Bucki

Carbons and Ribbons

Symbols of Quality

The sale of Buckeye Ribbons and Carbons continues to increase. Our list of dealers is growing steadily because the goods are carefully made and are the kind that bring repeat orders. You can sell Buckeye Ribbons and Carbons to advantage.

Samples and prices are ready for mailing.

The Buckeye Ribbon & Carbon Co.
Manufacturers
1265-67 W. Second St. Cleveland, Ohio

Second prize honors in this division went to Mlle. Marie Cahour. Mme. Mélanie Marin received honorable mention. Other machine-shorthand divisions were the 140, 130, 120, 110, and 100 words a minute.

In the typewriter contests there were two divisions: Above 50 words a minute, net, and above 35 words a minute, net. M. Maillart won in the first division on an L. C. Smith, and Mlle. Lefaix in the second division on a Remington.

The distribution of prizes took place in the afternoon at the Lycée Condorcet.

Hadar Schmidt.

Mr. Schmidt, Who Recently Made a Trip to America, Represents a Number of American Lines. He Has also Been Swedish Agent for the Odhner Calculating Machine, Which He Exhibited Last Spring at Malmo. The Picture Illustrates the Exhibit.

Makes Important Trip in Southern Europe.

Our friend, Piero Castelli della Vinca, European director of sales for the Rex Typewriter Company at Milan, Italy, recently made a journey covering the southern part of Europe, visiting France, Switzerland, Spain, and covering his own country. During this trip Mr. Castelli was wonderfully successful, establishing agencies in all countries which he visited. He was stopped at the border between Italy and Switzerland, where the authorities impounded his samples, but he went on without them and sold an immense order on the strength of his catalogue. Mr. Castelli was well rewarded for his trip, for although he encountered great difficulties he overcame them and made a most remarkable record. Before long he expects to make a trip through Russia, and will also visit France, England, Holland, Sweden, Denmark and Norway. He says that there are so many difficulties in the way when one attempts to pass from one country to another in Europe that it is much easier to make a plan than to execute it, but, nevertheless, he has good hopes of succeeding.

One Stenographer—and a Rotospeed

Will Do the Work of Fifty Typists

If you use form letters, from 20 to 1,000 copies at a time—if you use office forms, ruled factory forms, price lists, bulletins, notices or similar printed matter in quantities of 20 or more—then a Rotospeed Stencil Duplicator will pay you an enormous profit on your investment.

Through the use of this machine retailers are increasing their sales and collecting their past due accounts. Many have doubled and trebled their profits. It is the ideal method of printing sales letters and store papers.

Manufacturers are saving 92% on form letter work and hundreds of printing bills. The use of one Rotospeed has saved one manufacturer more than $1000 in one year.

Perfect Form Letters—20c Per Thousand

Better form letters than you ever thought possible—letters with clean-cut appearance of neatly typed originals that exactly duplicate the typewriter type, can be printed at the rate of 75 per minute on the Rotospeed.

No Type—No Trouble—No Muss

The Rotospeed stencil is prepared quickly and easily. No type to set. Typewrite your letters on a sheet of stencil paper. Attach the stencil paper to the Rotospeed and turn the handle. That's all. A child can do it. The Rotospeed has a semi-automatic feed—self-adjusting impression roll, an unlimited headspacing device and improved receiving tray—all these exclusive advantages—yet it's the simplest stencil duplicator in the world.

Ruled Forms Easily Printed

Ruled forms of all sizes from 3 x 5 inch cards to 8½ x 16 inch sheets are printed on the Rotospeed just as easily as form letters and at a cost of a few cents per thousand.

Illustrations and Signatures Also Quickly Reproduced

Sketches can be copied or traced on the stencil paper and the signature written so that a completely typewritten, illustrated and signed letter will be printed at one operation.

Only One Model—Price $30 Complete

This one machine does everything that a stencil duplicator can do. There are no accessories or higher priced models. The price includes full equipment and sufficient supplies for printing a thousand copies each of thirty different forms. The saving on this much work will pay the entire cost of the Rotospeed.

Free Trial At Our Risk

We offer to place the Rotospeed in your office on trial. We do not employ salesmen. The machine must sell itself. Write for our proposition and the Rotospeed booklet. Let us show you how others in your line of business are increasing their profits and saving expense the Rotospeed way.

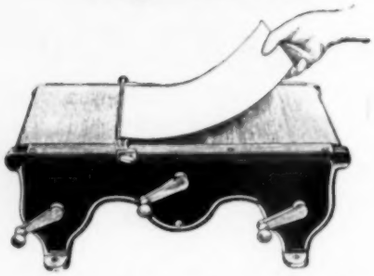
THE ROTOSPEED CO.
595 W. 5th STREET DAYTON, OHIO

Dealers!

Every Rotospeed sale means a continuous stream of sales and profits for a Rotospeed dealer. Write for our liberal co-operative proposition.

Exclusive representation granted.

Get the Agency for the new IRONCLAD Duplicator



Many of your customers have need for a device of this character for printing short runs of form letters, announcements, bulletins, etc. The IRONCLAD Duplicator was placed on the market October 1st and has already made a successful record.

The IRONCLAD Duplicator is successful because it is built right. It prints from our new cloth back film stretched across a steel bed. The supporting frame is of heavy iron. There are ten sizes; the price of the 9x15 size is $20.00. AGENTS AND DEALERS, write for prices of the entire line, and full information.

BECK DUPLICATOR COMPANY
476 Broadway New York, N. Y.

You'll Find It Pays

to be able to furnish your trade with a fire-proof receptacle which not only protects against fire, dust and theft, but is also convenient for storing things of value: Important papers, office and factory supplies, stationery, etc.

Terrell's Steel Cupboards

have a practical system of shelf supports at one-inch intervals permitting adjustment of the shelves to any distances between shelves without the use of bolts.

The large field offered for the sale of these cupboards in offices, institutions, etc., and the reasonable prices at which they are offered to the trade make the line a most profitable one for the dealer.

For details write

Terrell's Equipment Co.
Hilton Street GRAND RAPIDS, MICH.

The New Remington Building as It Looks Today.

Some months ago we published a picture of the beautiful building on the southeast corner of Broadway and White street, which after January 1 will be the home of the Remington Typewriter Company. This picture was made from an architect's drawing, for the new Remington building at that time existed only on paper. The picture which we publish in this issue shows that the new Remington building is assuming a very concrete and tangible form.

At the time the picture reproduced herewith was taken the elevation had not been completed and work on the interior had hardly more than begun. Nevertheless, even at this stage of the work, it is easy to see that the future home of the Remington Typewriter Company will be a splendid one, well worthy of the company.

Incidentally, the advertising signs which appear on the face of the scaffolding on both the Broadway and

As the New Remington Building Looks at Present.

White street fronts of the building, and which are hardly legible in the accompanying illustration, have been for several weeks past, one of the conspicuous advertising features of this section of Broadway. Some of them, of course, have reference to the new Remington building, but others have reference to the Remington product, and in particular to the new "Self-Starting Remington," which is a conspicuous feature of all recent Remington advertising.

Mrs. Mary Holden Passes Away.

Mrs. Mary Holden, 4742 Kenmore avenue, Chicago, wife of James A. Holden of the Miller-Bryant-Pierce Company, was instantly killed in an automobile collision on the Cold Spring road, near Michigan Hill, Ind., on September 30. Mr. Holden, who was in the machine with his wife, was severely injured. Mr. and Mrs. Holden left Chicago Friday, September 29, with the intention of motoring to Florida. Their machine collided head-on with a car driven by Miss Evelyn Pearson of Indianapolis. The body of Mrs. Holden was sent to Chicago on October 1.

At the
National Business Show
Coliseum St. Louis

December 4th—9th

You can demonstrate, interest and sell more people, secure more live prospects than you could in a solid year's time spent in any other way.

The heads of departments, purchasing agents and executives of the Middle West will all be here.

You cannot afford to miss this opportunity — your first in four years.

Free tickets of admission issued on request to all firms sending stamped addressed envelope for reply.

The price of space includes all necessary decorations, sign, floor covering, etc. For full information, write or wire —

FRANK M. ROBINSON
Sec'y-Mgr.

St. Louis **Missouri**

SPURGIN'S AUTOMATIC COPYING BATH (Patd.)

MOST SANITARY, EFFICIENT, CONVENIENT, DURABLE, ECONOMICAL.

Carries Own Water Supply for Several Days' Use

Wick Adjustable to Draw Required Moisture

No fibrous or earthy absorbents to collect impurities that fill up the cloths —Cleansable in every part—All galvanized iron—cannot break or rust. Boiler plate cover guaranteed five years. Adapted to any kind of cloths. Four sizes. Send for full description and prices.

RUBBER - TIPPED COPYING CLOTHS (Patd.)

Nearly 50,000 Dozen Sold

Non-Fraying. Long-Wearing

Made of best white twill, especially finished for us without the use of lime. Ends tipped with permanent, flexible rubber. Adapted to any copying bath or wringer. 10 standard sizes. Trial dozen 9x12,—75c. 10x12—85c post paid. Quantities cheaper. Ask for sample.

SPURGIN MFG. CO., Inc., 304 West 69th St., CHICAGO

TRADE MARK EFFICIENCY WATSON MFG. CO. JAMESTOWN, N.Y.

A COMPLETE, entirely new Efficiency Line of Horizontal Units, composed of Half Sections and Widesections, together with a line of Efficiency light safes, is now ready for the market.

Goods are of the highest quality, yet the selling price is in line with efficiency and economy.

Dealers' profits are taken care of in a way to please the most exacting.

Watch for complete announcement or write and get detailed advance information.

Watson Mfg. Company

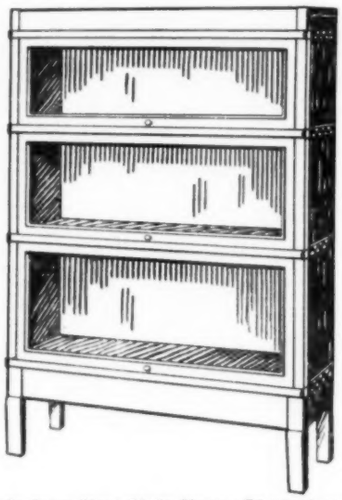
Jamestown, N. Y.

Reports Good Business on Woodstock Typewriter.

C. N. Kelley, manager of the Madison Typewriter Company, Madison, Wis., dealers for the Woodstock typewriter in that city, reports quite a phenomenally good business in the Woodstock machine. He says that his company took up the sale of this machine in Madison last November, and from the start the sales began to increase. Since that time the company has made contracts for additional territory, which they are now covering. The records at the end of September show that the company had sold almost two machines a day during the month. Mr. Kelley says that one pleasing feature of the business is that there have been no complaints.

A New Macey Electrotype for Dealers.

The illustration herewith shows a drawing of the Standard sectional bookcase, a type pushed by the Macey Company for use in offices. The illustration is a new type of



Impression Made from New Style Macey Electrotype for Dealers' Newspaper Advertising.

drawing for newspaper use which the Macey Company is just about to announce to its dealers. It is so made that it will show up more clearly and strongly than the old style of cuts.

Dealers who wish to feature this bookcase in their newspaper advertisements are invited to procure duplicates of this electrotype, which is very suitable for use in newspapers on account of its good printing quality.

Remington Clubs Hold Many Meetings.

One of the most noteworthy recent developments in the Remington Typewriter Company's sales organization has been the formation of clubs among the salesmen at a large number of the different Remington offices. The idea on which all of these clubs is based is partly fraternal, partly social, but in every case the business idea is uppermost. These clubs constitute a splendid forum, at which the Remington salesmen can foregather and discuss all of their business problems.

The month of September is naturally the month in which these clubs are especially active, and from a dozen or more Remington branch offices accounts of enthusiastic meetings have been received during the past fortnight.

All of these clubs, it should be observed, do not bear the same name. In New York it is "The Metrem Club," in Philadelphia it is "The Red Seal Club," a name which has been adopted in several other cities, while in yet other cities plain "Remington Club" seems to fill the bill.

All these clubs, however, are alike in the nature of their organization and also in the enthusiasm which has marked

"Quick! By five I must have a thousand copies of this letter ready to mail." That's easy—with the mimeograph. From dictation to envelope is a mere matter of minutes. Handwriting too? Drawings? Blue-prints? Diagrams? No difference—you duplicate all quickly—*without cuts.* Most accurate, most perfect, least expensive—as well as quickest—is the mimeograph process. Opens many doors to greater profits in any business office—factory—shop. Investigate the new dermatype method today. Interesting booklet "A" will tell you about it and its business uses. Send to the A. B. Dick Company, Chicago—also New York.

MIMEOGRAPH
EDISON-DICK

Dietz Desks

give satisfaction

A complete line of office desks and tables.

Write for new catalog

The J. F. Dietz Co.

Cincinnati, Ohio, U. S. A.

THE ONLY ADJUSTABLE POST-BINDER ON THE MARKET

Here's a simple device that enables the office boy to bind into book form "in a jiffy" any kind of loose leaf records.

The "F-B" Loose Leaf Holder

Pat. May 13, 1913.

is adjustable to any distances between punch holes and to any size of paper.

The retail price is $3.00 a dozen with liberal discounts to dealers.

ROCKHILL & VIETOR

Sole Agents

Dept. "F-B" 22 Cliff St. New York City

Branch: 180 N. Market Street, Chicago

these September meetings. This enthusiasm is easily explained, for the big advertising and sales campaign on the new "Self-Starting Remington" is now in full swing and already is yielding results which have made every Remington salesman an enthusiast on the subject.

Thaddeus Davids Co.'s House Organ Scores a Hit.

The first issue of the monthly house organ, Monthly Ink-O-Grams, went to the trade and their clerks last month. The articles, which were reviewed last month in Office Appliances, seemed to hit the right keynote, for the various firms sent in more than 600 names of their clerks to be put on the mailing list.

The next issue, which went out on September 27, is even stronger and better in the service it performs than the previous number.

"Service to the Dealer and Salesman is the keynote of Ink-O-Grams," said Mr. Rowe, vice-president and general manager of the company. "Of course, we talk of ourselves—but we say as much as is ethically permissible. And, in talking of ourselves, we make a dry and prosaic subject so human and interesting, that a man would not even swear at a blot.

"As a point in question, we wish to announce that in the next two issues of Ink-O-Grams, John G. Jones, sales manager of the Alexander Hamilton Institute—the modern business course and service—will take over the columns of 'The Wherefore of the Retailer' and write on retail selling and sales management.

"I have studied under Mr. Jones, know him and the institute and can promise the readers of Ink-O-Grams an article that will boost them in spirit and sales and make them better men and salesmen.

"And Mr. Jones is the first of a good many authorities, in the varied lines, who will write for Ink-O-Grams.

"We should like to have each and every stationery retail salesman on our mailing list and would appreciate having the dealers send in the names of their people."

Wilson-Jones Loose Leaf Company Put on Night Force.

As one of the many indications of a very busy season in the stationery trade, it is announced that a night shift has been put on in the home factory of the Wilson-Jones Loose Leaf Company at Chicago.

This has been done to maintain the high standard of service they are giving their customers and also to insure their keeping abreast of the constantly increasing flow of orders coming into the factory.

The Wilson-Jones organization is entering the busy season with a larger reserve stock than ever before and it is their hope that, through the addition of the night force, this reserve can be kept up during the coming fall and winter months.

New Barbee Trade List.

The Barbee Wire & Iron Works has just issued its Trade List B-10, illustrating and describing the Barbee line of letter trays, waste paper baskets, door mail and compartment or space baskets. The Barbee line of wire office equipment has met with considerable success in the way of sales through office equipment dealers and commercial stationers. The new trade list, which is well gotten up, shows a surprising number of wire office equipment articles of various kinds, and will be a valuable booklet in the files of any dealer. Office equipment men who have not yet received Trade List B-10 should write for a copy to the Barbee Wire & Iron Works, 180 North Dearborn street, Chicago, Ill.

"Built Like a Skyscraper"
SHAW-WALKER

Three men in a drawer —one drawer, at that. Would hold more men if it had room for all their feet. When they hopped out, the drawer still ran silent, smooth, speedy. You can show this test yourself—right in your own store. It sells files.

Why Are You In Business?

FOR your health? Or just for the fun of it? No! You're in business to *make money*. The quicker you make a turn-over the better you like your business.

To the office appliance dealer, the rule applies as in other businesses—that you can make quick turn-overs *only* when you have a very salable article. It must be a line that is generally demanded on account of its merits and publicity. The

SHAW-WALKER

"Built Like a Skyscraper"

Steel Letter File

sells where others lie dormant. The reasons are obvious when you know some of its exclusive features.

Shaw-Walker Steel Letter Files are the most durable letter files made. Actually "built like a skyscraper"—with uprights, crosspieces, sills, etc., of skyscraper channel steel.

Made more durable still by electric spot-welding. Wherever two pieces of metal come together they are *built* together—*into solid one-piece steel.* In no part of this file are there nuts—bolts—rivets—rods—screws.

What does all this mean? A *positive guarantee* of durability that will last a century.

Shaw-Walker drawers run silent, smooth and speedy on *roller bearings.* Heavy loading and rough handling does not affect their smooth running. Made in all standard sizes and styles. Sell at less than good grade wood files.

If you *are* in business to make money, if you do believe in making turn-overs *without waiting,* fill out this coupon *without waiting* and send it to us.

THE SHAW-WALKER COMPANY

Everything in Filing Equipment—
Complete Lines in Steel, Wood and Supplies.

New York, Chicago, Washington, Detroit, St. Louis, London
Factory and Home Office, Muskegon, Mich.

"Hurry" Coupon

SHAW-WALKER COMPANY,
1210-22 Western Ave., Muskegon, Mich.

Gentlemen:—I want to know how you have built my customer's ideas and mine into your steel letter files. Please send me your 120-page book about steel files, wood files, file desks and filing supplies.

Name .....

Address .....

SHAW WALKER

The GENUINE
EDISON
Dictating Machine

Press the button, dictate any time, any speed, any correction, while typing costs half.

Thomas A. Edison, Inc., Dept. 7224 Orange, N. J.

You can help us! Send for a file of our complete literature and advice on how you can assist the Edison Sales and Service Organization in your locality and elsewhere.

FiberstoK
THE STANDARD OF QUALITY

Now! right now, is the time to place your stock order for envelopes, file pockets and vertical file holders.

FiberstoK products are made a little more carefully and the stock is a little more costly than others. But—they don't cost **you** any more; in fact, just now, a little less.

Investigate! Catalogue and Samples should be on your desk Now!

NATIONAL FIBERSTOK ENVELOPE CO.
34 to 40 East Allen St. Philadelphia

New Underwood Service Building.

In our May issue we showed a reproduction of a photograph of the site of the new Underwood service building to be erected near the site of the company's main building in New York City. This service building has since been completed and on another page we show a splendid likeness of the structure. This building is at the southeast corner of Vesey and Greenwich streets, and occupies a plot of ground 129 feet, 9 inches on Vesey street, by 84 feet on Greenwich street. The building is twelve stories in height and it is constructed of reinforced concrete with brick front.

A special feature has been made of the lighting, and it is said that no building in lower New York is as well lighted as this. It is indeed, one mass of large windows.

The building is of the most modern construction and it is equipped with everything necessary to assist the attachés of the company in handling the different branches of the business which the new building will accommodate. A large escalator passing from the basement to the roof acts as a conveyor for typewriting machines, while four mammoth elevators accommodate shipments. The building is so constructed that with the increased business which is anticipated very few changes will be necessary.

Thomas A. Edison, the Inventor, and Edwin C. Barnes, Efficiency Engineer, Who for a Number of Years Has Successfully Represented Edison Dictating Machine Interests in Chicago and Contiguous Territory.

New Edition of Dixon Spanish Book.

The first two editions of "Useful Spanish Words and Phrases" compiled and published by the Joseph Dixon Crucible Company, Jersey City, N. J., met with such success that the company has issued a third edition in slightly more convenient form. The new edition contains everything of value in the other two and has some features not possessed by the earlier editions. The booklet will be of great interest to anyone who contemplates going to South America and wishes to brush up on Spanish.

Ford Motor Company Adopts Sealograph.

Office Appliances learns that the Ford Motor Company of Detroit, after competitive tests, have adopted the Sealograph machine for the equipment of their numerous branch offices, and purchased twenty Sealographs in one order. This, however, is not the total of the Ford purchases, as they have bought a number of machines in addition to this, and have secured still other Sealograph machines for their Canadian offices.

When your customer asks for a *steel* file—he *wants* Art Metal!

-- he associates Steel with one make, with the pioneer

Art Metal

Steel Office Furniture and Files

Twenty-nine years ago the Art Metal Construction Company made the *first* Steel file. Almost immediately the superior value of steel was recognized and Art Metal Steel Files and Furniture became the standard equipment for the office.

The "spindle" and "box" files — the makeshifts of our Grandfathers'—were long ago superseded by wood. And now wood is becoming the equipment of the past since Art Metal—that *"won't warp, stick, nor burn!"*—can be bought at a cost as low as wood.

The natural demand for equipment that combines the beauty of wood with the strength of steel accounts for the fact why over 75% of all the *Steel* office equipment is Art Metal.

Art Metal outsells all other *Steel* equipment 3 to 1. And every sale sells more.

Think it over!

Art Metal Construction Co., Inc.
210 Gifford Avenue Jamestown, N. Y.

This coupon attached to your letterhead brings you the book "Making the Market Big for Both of Us." Its message has appealed to other office equipment dealers. It should appeal to you. Why not send for *your* copy?

Name _____

Address _____

(Attach this coupon to your letterhead, please)

(210)

THE Commercial DUPLICATOR

Saves 2 to 50 Times Its Cost Annually

The Commercial Duplicator handles orders, billing and shipping in a fraction of the time required by the old method of hand copying or carbon copies.

It reproduces neat, legible copies, exact duplicates of any form desired. Original may be written in pencil, ink or on the typewriter.

By saving time and labor, by eliminating errors, by speeding up business the Commercial Duplicator will pay for itself on the job several times over in a year.

A boy or girl can operate it. No stencils to cut; no type to set.

Write for catalog.

Duplicator Manufacturing Co.
689 Commercial Duplicator Bldg. CHICAGO

Mechanical Accountant

Our Model L not only Adds, but

Multiplies,
Subtracts
and **Divides.**

It can be used by anyone who handles figures, to save time and labor, and to promote accuracy.

MECHANICAL ACCOUNTANT CO.

PROVIDENCE, R. I.

Three Prize-Winning Remington-Wahl Salesman.

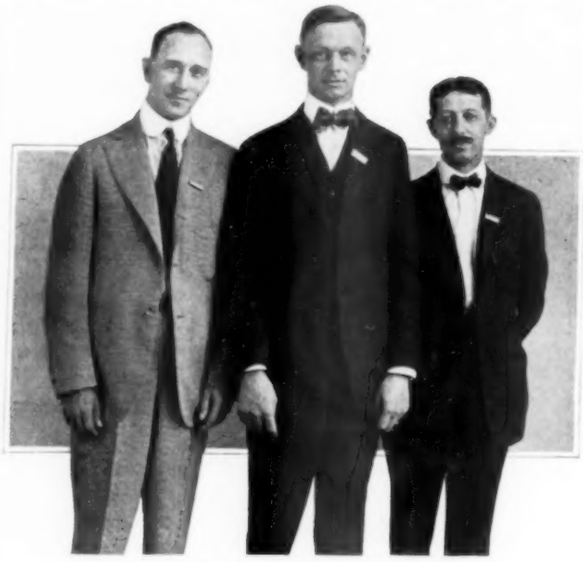
Here are the pictures of the three men who captured the prizes in the recent contest of Remington-Wahl salesmen.

Every Remington typewriter salesman is also a Wahl salesman, but in addition to these there are also some sixty special salesmen in the Remington service who devote their whole time to problems of mechanical accounting and the sale of the Remington-Wahl adding and subtracting typewriter. It was these sixty men who competed in this contest.

The winners are H. J. Pollock of Detroit (on the left), W. F. Phillips of Boston (in the center), and A. F. Smith of Pittsburgh (on the right).

All of these prize winners are veterans in the Remington service.

Mr. Smith is the oldest in point of service, having enlisted under the Remington banner in March, 1899. He has served in the Pittsburgh territory and achieved one of



Prize-Winning Remington-Wahl Salesmen.

the most enviable records in the whole Remington organization. It was in 1911 that he branched out as a Remington accounting machine specialist.

Mr. Phillips, the next oldest in years of service, has been a soldier of the "Red Seal" since October 1, 1902. New England has been his stamping ground, and for a number of years he served as manager of the Remington office in Springfield, Mass. On August 1, 1912, he went to Boston to take charge of the Remington-Wahl business in that territory, where his success has been remarkable.

Mr. Pollock entered the Remington service in February, 1910, as Remington-Wahl specialist at the New York office. From there he went, in 1912, to Philadelphia, and in the following year to Detroit, where he has held forth ever since. Pollock also has made an enviable record in the sale of the Remington adding and subtracting typewriter.

A Striking Sign.

The Thaddeus Davids Ink Company, Inc., New York, have put up a striking new sign on the front of their building. It consists of a ten-foot reproduction of a bottle of Davids' Electro Chemical Writing Fluid, worked out in the actual colors of the package. It is illuminated by electric lights so that there is no trouble of finding the Davids plant either day or night.

ANNOUNCING

The New MEILINK PROTECT YOUR VALUABLES

FILING SAFE, Masters Model

Meets the demand for a LIGHT WEIGHT STEEL SAFE, and offers the PROTECTION of the old type of heavy wall safe.

Designed with the STRUCTURAL STRENGTH to resist the most violent shock, and to withstand every conceivable strain, yet has every advantage of LIGHT WEIGHT.

An Asbestos Packed Flanged Door.

It meets all the requirements of

PROTECTION CONVENIENCE SERVICE

THERMO-CEL—the new Meilink Fireproofing. We are ready to say after many tests and experiments that THERMO-CEL shows greater efficiency in the requirements of safe insulation than any other fireproofing on the market. It reduces the weight of all Meilink Safes about 20%, and its fire resistance will not *deteriorate* under 3000 degrees Fahrenheit.

Write today for complete description and prices.

Our new catalog, showing the whole line of Safes, new 4 Drawer Upright Files and the complete line of horizontal Sections will be ready this month. Send for a copy now.

THE MEILINK MFG. CO., TOLEDO, OHIO

This Line Pays right from the start

You don't have to go through a long period of advertising and cultivation before you begin to get returns—it begins as soon as you unpack and display your first shipment.

Englewood Desks sell easily because they are good quality. Just for example, the writing beds are five ply built up stock, of mahogany and quartered oak, the drawers are dovetailed both ends.

We sell to the dealer only and our prices are right. Write for our catalog and latest price list.

Englewood Desk Co.
58th and Lowe Ave. Chicago, Ill.

YOU CAN SELL THESE TABLES FROM STOCK

No. 314. Top 27 x 41
Also made without shelf

They take up very little room when crated, the investment involved is small, and there is a demand for these small tables that makes it pay to keep them at hand.

We also make library, store, office and directors' tables in a variety of styles and sizes.

DEALERS: Write for catalog and prices

MUTSCHLER BROS. CO.
Nappanee Indiana

A Valuable Suggestion to Dealers.

"The Index," a weekly publication for Shaw-Walker representatives, publishes the following good suggestion under the caption, "Big Business Won't Come to You." Office Appliances passes this idea on for the benefit of its readers.

"Our district sales managers, coming in contact with office equipment stores in various sections of the country, very frequently offer this recommendation: Put a man on the outside. The stores which have taken new men on the pay roll, to call on prospective customers in their own offices, have found it a wise move. The very nature of the office equipment field gives the business to the store which goes after it. It is a safe guess that never has there been a time when you or any other business equipment dealer have been so rushed that you have stationed a policeman at the door to let purchasers in one by one. Far from it. It's a field for specialists, for personal service, for live aggressive salesmen. The financial rewards are well in proportion. This matter of an outside salesman is worthy of your earnest attention.

"He should be a high-grade man, and no doubt will command a wage above the average. He will earn it, not only by increased sales of filing equipment and other big-profit lines, but also should be able to keep your other stock moving faster and remove the dead stock bugaboo."

Two Promotions in Royal Ranks.

At a meeting of the board of directors of the Royal Typewriter Company in New York city, on August 22, Henry G. Lindner, assistant treasurer, was made secretary and treasurer of the company, and E. C. Faustman, of the treasurer's department, was elected assistant treasurer. Both these gentlemen have risen from the ranks.

Mr. Lindner joined the headquarters staff of the Royal Typewriter Company in the early days of the company's history. He was a close student of financial matters and applied his brains and energy to good effect.

Mr. Faustman is in his seventh year with the Royal Typewriter Company, having joined as a bookkeeper in 1910. Previous to that time he was in the employ of a large bank, where he received valuable training and experience. His first advancement made him bookkeeper and cashier of the general department, and later he was placed in charge of that department. His work was so excellent that he was assigned for special training to the treasurer's office, where his unusual ability in financial matters was made evident.

The Seattle "City Squad."

Many are the new high selling records being rolled up in these days of opportunity. Office Appliances hears about them every day.

The Underwood city force at Seattle is one of the most effective units in that big organization. Office Appliances is glad to print a snapshot of this enterprising crew.

"City Squad," Seattle, Wash., Office, Underwood Typewriter Co.
Left to Right: Brown, Moore, Kane, and Donaldson.

ADCO A "The Binder of Highest Efficiency"

Fiber Board Covers for Savings Banks Wear Indefinitely

Black Bakelite - Dilecto which we use is higher quality than ordinary fiber board, is hard, tough and homogeneous, does not swell or warp, improves with time and takes a fine finish. Binders can be made to fit any specification, either $\frac{5}{16}''$ or $\frac{3}{8}''$ Chain Posts and any center to center.

NOTE—A metal back label is furnished with these to identify contents.

CATALOGUE NOW READY

PATENTED

U. S. Pat.		Canada Pat.
May 19, 1908	Sept. 28, 1915	Jan. 25, 1916
May 23, 1916	May 30, 1916	Mar. 14, 1916

Other patents pending.
We protect our patents.

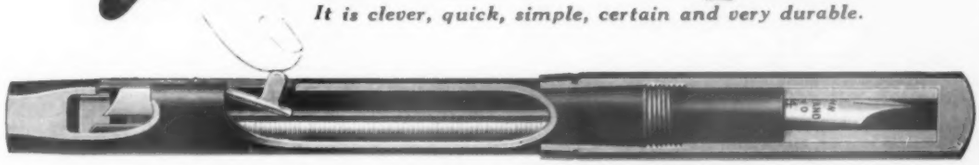
Accounting Devices Company, - Evanston, Ill.

Our 75th Anniversary Commemorated by Introduction of a New Safety Self-Inker

John Holland FOUNTAIN PEN.

THE GRIP-CAP PEN

It is clever, quick, simple, certain and very durable.



Inks, starts, cleans and locks itself! Will not leak or smear ink!!

Our pens are made from tip to butt end in our own factories by the world's most experienced makers. Quality is uniformly superior and durability has been time tested.
Prices: No. 72 $2.50, No. 73 $3.00, No. 74 $3.50, No. 75 $4.00, No. 76 $5.00.
Fancy mounted pen higher.
Show cases furnished free for display of stocks of 1 doz. upward. Write regarding Agency

The John Holland Gold Pen Company

Manufacturers **127-9 E. Fourth St., Cincinnati, Ohio** *Patentees*

TO DEALERS IN

Typewriter Ribbons Carbon Papers

The following grounds are those upon which we base our claim for the superior quality of Crown typewriter ribbons and carbon papers:

¶ Our manufacturing facilities are ample and put us in position to furnish carbonized papers and inked ribbons of every description and for every purpose.

¶ Our equipment embraces modern chemical appliances and the most improved types of carbon and ribbon machinery.

¶ We use the greatest possible care in the selection of the raw materials that enter into the manufacture of all our products.

¶ Our workmen have become expert, each in his particular department, through years of service with us.

Crown Ribbon & Carbon Mfg. Co.

Factory and Home Office: Rochester, N.Y., U. S. A.

BRANCH OFFICES:
81 Nassau St., New York City 542 S. Dearborn St., Chicago, Ill.
Century Bldg., St. Louis, Mo. 327-28 Williamson Bldg., Cleveland, O.

TO FOREIGN INQUIRERS:—Please address Export Department, c/o our Rochester Office. Catalogue in English, French or Spanish, export discount sheet, together with samples and full information, will be sent upon request.

LET US SEND

INK=O=GRAMS

To Your Salesmen

INK-O-GRAMS is our monthly house organ. The October issue is now out.

Let us send it to your salesmen.

It will make them see ink in a human interest light. After they read Ink-O-Grams they would not even swear at an ink blot.

It takes up problems of merchandising and selling. It will make your salesmen better men; it will inspire them and boost their sales.

It is simple and plain but it has a punch in its message that sends it forcibly home.

Send us the name of your salesmen. We'll send them INK-O-GRAMS. Your men will appreciate it and thank you.

Thaddeus Davids Ink Co., Inc.

New York and Chicago, U. S. A.

PROMINENT IN THE FOUNTAIN PEN INDUSTRY

Being a Brief Sketch of the Life of George S. Parker, President of the Parker Pen Company, of Janesville, Wis.

THE subject of this sketch was born on a farm in Wisconsin, fifty-two years ago. When he was a boy he dreamed dreams and saw visions of a world-wide business, and when he became a man he made his dreams come true. Few boys have followed out the dreams of their youth with such courage and determination as George S. Parker. Mr. Parker had a good common school education and spent two years in college. He has always been a man whose health has been excellent, for which he says he thanks his parents, and he, therefore, has been able to perform his labors with thoroughgoing and consistent energy. His father was a Vermonter and his mother was born in Virginia. As Mr. Parker once observed, "They started me out in life with a good physique and an unsatiated appetite for work." He has been heard to observe that one of the peculiarities of his career is that even in his boyhood days he looked forward to the time when he could be at the head of a business whose ramifications would cover the world. Mr. Parker enjoys the unique distinction of having just the kind of a job that he always picked out for himself, and for this reason he enjoys every one of the three hundred and sixty-five days of the year. His life, he tells us, is a sort of perpetual vacation, for every day he is doing the things that he likes to do.

To be born on a farm and educated in a country school; to have done without what we are pleased to term the modern necessities and conveniences of life, is an excellent training, instilling into one the quality of self-reliance. It may be a far cry from a broken wagon-reach or a cracked whiffle-tree to the conduct of a big business, but the boy who learns to splice the reach on the spot or to wire up the cracked whiffle-tree so that it will hold to pull the load to its destination, where the break can be better repaired, is learning those qualities of self-reliance and determination to put things through which a man requires in his daily business. He learns that the main point is to put the work through, to do it always as well as one knows how, but always to do it and somehow or other to reach the object sought.

The company which Mr. Parker heads has been in the fountain pen business for just a little over a quarter of a century, and is now doing the largest business in its history both at home and abroad. Wherever fountain pens are sold, the George S. Parker "Lucky-Curve" pen is known, admired and pretty consistently purchased by fountain pen users. Speaking of the policy of his factory recently, Mr. Parker said: "We all endeavor to make Parker pens the best we know. Each employé is instructed to do the particular part entrusted to him with the same care as though he were making it for his individual use. Such success as has come to our company proceeds from the loyal corps of assistants connected with it, many of whom have been with us for a goodly number of years. All of them take the same individual interest as I do in the affairs of the company, and each one realizes that upon him there is placed an individual responsibility under which he must make good not only for the sake of the company but to maintain his own self-respect."

Are You A "Badger" Distributor?

THE POPULAR MEDIUM PRICED BOOK

If you be, you know that the best seller in the loose-leaf line of efficiency creators is

THE BADGER FABRIKOID RING BINDER

If you be not, you should make up for lost time by joining hands with these profit-making distributors

RIGHT AWAY

"Badger" Distributors are Progressive Salesmen

Fabrikoid is a heavy imitation leather, grained the same as cowhide—looks well—wears better—guaranteed to give satisfaction.

GET OUR SAMPLE BOOK AND PRICE-LIST IMMEDIATELY

THE HEINN COMPANY, MILWAUKEE, WIS.

Do These People Trade With You?

Accountants	Fruit Packer	Postal Clerks
Bookkeepers	Jewelry Packers	Press Feeders
Bank Clerks	Librarians	Printers
Cashiers	Mail Carriers	Railroad Ticket Sellers
Conductors	Multigraph Operators	Reference Clerks
Envelope Stuffers	Mimeograph Operators	School Teachers
File Clerks	Paymasters	Theatre Ticket Sellers

They are all good customers for

DAVOL

MARSH HYGIENIC RUBBER Finger Pads

The safe, efficient, modern way to handle money or papers.

This is the display box for use on counter or in window.

Send Coupon Now

for Special 1-2 Gross Assortment as illustrated. Size of carton, 8 inches x 5½ inches, contains 6 dozen, assorted sizes . . . . . **$2.75** Ne

Free Display Card in Colors—for counter or window packed with each assortment.

RETAIL PRICES - 10c each, 3 for 25c, 75c per dozen
Dealer's Minimum Profit (dozen lots) $1.75 per ½ gross
—Maximum Profit (single sales) $4.45 per ½ gross

Write for special price to the trade in 5 gross lots

DAVOL RUBBER COMPANY Providence, R. I., U. S. A.

DAVOL RUBBER CO., Providence, R. I.
Gentlemen—Please send me at once display assortment of one gross Marsh Finger Pads, as illustrated, to cost me $3.50 net.
Name.....
Address.....
O. A.

THE
AJAX
EYELET PAPER FASTENER
(An Automatic Magazine Machine)

It punches the hole, feeds the eyelet, and clinches it, in one operation of the lever.
It uses anyone of three sizes of AJAX EYELETS.
A machine for binding papers, reports, samples, coupons, vouchers, etc.

A GOOD SELLER A PROFIT MAKER

MACHINE APPLIANCE CORPORATION
351 Jay St., BROOKLYN, N. Y.

STEEL
CUSPIDORS
RUSTPROOF

Finished in dark olive green to match steel furniture.

Circular showing styles, sizes and prices sent on request.

Ireland & Matthews
DETROIT

SELLING AGENTS
H. E. HOOKER, 619 No. La Salle St., Chicago, Ill.
BERT M. MORRIS CO. . . San Francisco, Cal.
P. F. WEBSTER CO. . San Antonio, Tex.

BRAND OF SUPREME QUALITY
TRADE MARK

Good Arrangement for Small Window Featuring Steel.

In the July issue of the "Y and E" Idea appeared an effective display of wood trays, solid cabinets and half sections for use in a small window. In a recent issue is shown a display for a small window which emphasizes the strong features of "Y and E" steel.

The stack of cabinets is tipped forward, with one filled drawer rolled all the way open. Signs are provided to point out the efficiency of the automatic latch and the perfection of the "Yand E" frictionless suspension slide.

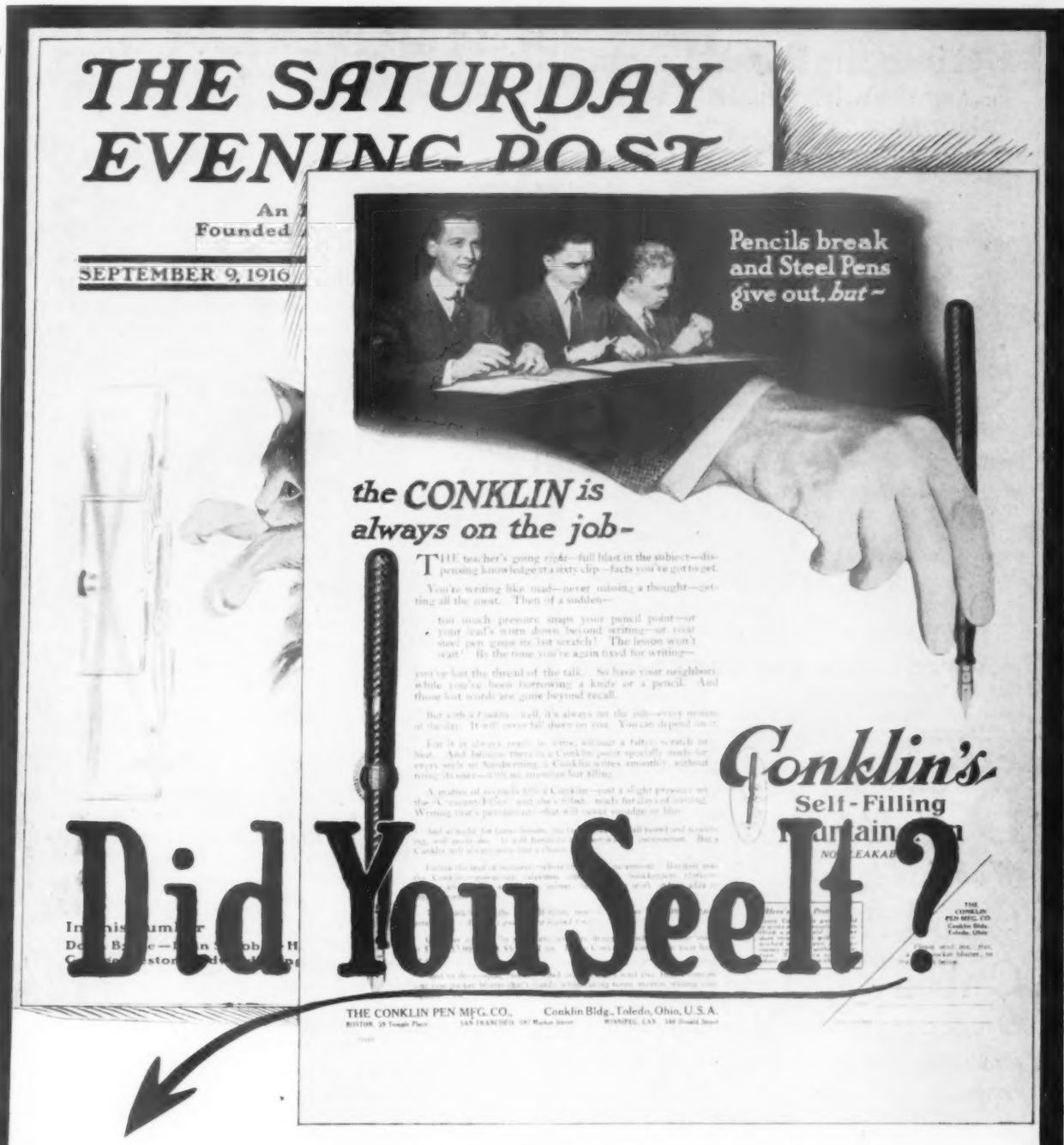
"Y and E" Window Display Suggestion.

The sign at the right drives home the fact that if one ever does damage a "Y and E" steel cabinet he doesn't have to buy a whole new cabinet to fix it, but only a part to replace whatever portion is damaged; and need not return the whole cabinet to the factory for repairs, either.

The sign at the left of the stack explains the safelike construction of "Y and E" steel cabinets.

On the top of the cabinet are shown two "Y and E" photos and a special sign which give the passersby some idea of the great variety of items which make up the "Y and E" steel line.

As with other window displays in the series, all signs are furnished free on request. The photo prints may be had at cost—25 cents each.



Yep!—and so did everybody else.

Now watch for the rest of our big Fall SATURDAY EVENING POST ads—they're winners.

In the fountain pen field we have for years dominated the SATURDAY EVENING POST. And the POST is conceded to be the "keynote"—the backbone—of all advertising mediums.

These POST ads are backed up by the same kind of Conklin educational advertising in Collier's Weekly, Literary Digest, etc. The advertisement shown above, for instance, also ran in Collier's Weekly, Literary Digest, American Boy, Review of Reviews, World's Work, System and Modern Methods.

ARE YOU CASHING IN ON THIS BIG EDUCATIONAL CAMPAIGN?

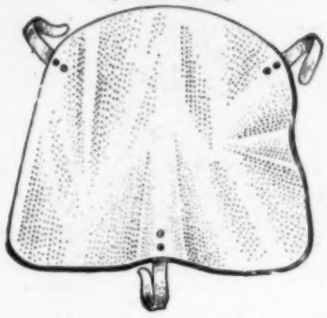
If not, we'll gladly show you how. Write us.

THE CONKLIN PEN MFG. CO., Conklin Bldg., Toledo, Ohio

Get into the Band Wagon

Dealers throughout the country are making attractive returns from

U-NEED-ME CHAIR PADS
(REGISTERED)



These pads offer excellent opportunities to every stationery and office furniture store. They are attractive and durable. It takes just a moment to show a prospect that the chair pad will pay for itself in a few weeks.

We have a full assortment of styles and four colors, green, brown, maroon and black. A thick felt is used in all of them. Prices range from 40c to $1.25.

If this line is not paying you profits at this time get in touch with us and we will show you something of unusual business interest.

George E. Fox Company (not inc.)
64 W. Kinzie Street **Chicago**

DEALERS

Who Are Interested in Securing a

Good Selling Line of Carbon Paper and Ribbons

Direct from the Manufacturers

should communicate with us upon their letterheads.

We aim to give you QUALITY that counts, and prices that will enable you to make very fair profits.

IT WILL PAY YOU

to communicate with us before ordering your Fall goods. All correspondence receives immediate and careful attention.

International Carbon Paper Co.

440 So. Dearborn St. **206 Broadway**
Chicago, Illinois **New York City**
Factory—Brooklyn, N. Y.

PURELY PERSONAL

Bacon, M. E., of Hopkinsville, Ky., is an enterprising gentleman who is succeeding at two jobs. He is the Royal dealer of his city and is also the editor of the Kentucky New Era, a progressive and influential newspaper. He is a remarkably energetic and successful typewriter salesman.

Bacon, Martin, J. This energetic Pacific Northwest representative of the Felt & Tarrant Manufacturing Company's business visited Chicago last month and gave us several interesting ideas about business conditions in that section of the country. Mr. Bacon's observations will be found in another column.

Banks, S., of Auckland, New Zealand, paid a visit to Office Appliances on September 18. Mr. Banks is in the United States visiting relatives and seeking to market a desk blotter which he has invented.

Bauer, Ralph S., Lynn, Mass., has been elected by the Boston Stationers' Association as chairman of the Price Committee of the association, to succeed Frank Wright Bailey of the Thorp & Martin Company, who resigned. Mr. Bailey is president of the Boston association and it seems that he did not care to hold both offices.

Dye, Harry D., of the house of Patrick & Co., San Francisco, recently returned home from a vacation spent in the Sierras around Lake Tahoe. Mr. Dye made the trip in an automobile.

Ege, Hemming, Copenhagen, Denmark, visited the New York office of this magazine recently. Mr. Ege is here on a visit looking up lines to handle in Denmark.

Fay, John B., formerly vice-president of A. C. McClurg & Co., and one of the best known stationers in Chicago, is now a resident of Denver, Colo. He visited friends in the Chicago trade last month.

Fox, H. A., Wellington, New Zealand. Mr. Fox is the managing director of the Office Appliance Company, Ltd. He visited Chicago the middle of last month and went on to points in the East, where he will visit factories which he represents in New Zealand, returning some time this month.

Goldstein, A. A., advertising manager of the C. E. Sheppard Company of New York City, visited Chicago early in September and paid a call on Office Appliances.

Neumann, L., 37 Rue Poissonnier, Paris, France, called on Office Appliances on October 4. Mr. Neumann is spending several months in the United States purchasing items of office equipment, general merchandise, etc., etc., for sale in the French market. He is visiting all the principal manufacturing centers and expects to return to France within a few weeks.

Slemin, H. C., managing director of the Office Specialty Manufacturing Company of Canada, has been made a member of the board of directors of the Yawman & Erbe Manufacturing Company. Previous to last June Mr. Slemin was advertising manager of the Yawman & Erbe Manufacturing Company, and in that capacity became familiar with all of the details of the business.

Slowman, M. O., who represents the Elliott addressing machine in Omaha, Nebr., visited Office Appliances on September 27, and spoke interestingly on conditions in the Nebraskan metropolis.

The Classic
Office Furniture.
The Oldest, Newest and
Best Lines.

Cutler

Cutler Desk Co.

Est. 1824 BUFFALO, N. Y.

How Often Do You Wait for Your Stenographer?

Most executives lose more or less time waiting for their stenographers or secretaries to answer calls and deliver finished work.

CORONA

The Personal Writing Machine

saves the busy executive much of this unproductive time. Weighing but 6 pounds, it is always ready for service yet never in the way.

How much better to place your Corona in front of you, as you do your 'phone, and Coronatype your memos, confidential letters and data.

No waiting, no chance for misunderstandings or mistakes, no publicity for private matters — just Corona Efficiency.

Corona costs $50.00 in neat carrying case.

Corona Typewriter Co., Inc., Groton, N. Y.

A Typewriter MUST Be Equipped with a Key of Some Kind

Why not then put on a key scientifically designed to give the best results?

Error-Proof Speed Keys represent the **only** change made in the shape of typewriter keys—thousands of satisfied users attest to the value of this feature.

Price $3.50—snap on over ordinary keys—guaranteed 2 years.

Characters **cannot** wear off—they are protected from contact with the operators' fingers.

Never become soft and mushy.

Do **not** need washing.

The spring cushion gives the delightful soft touch and light springy action **ONLY** to be obtained by this finely tempered and resilient **Non-Breakable** spring used.

Error-Proof Speed Keys cost no more—why not use what is admittedly the best and longest wearing key?

Dealers, Typewriter Men, the large corporations are using them by the thousands—Wake up to the fact that the new model **Error-Proof Speed Key** is a **Winner.**

Speed Key Selling Agency of N. Y., Inc.

82 West Broadway, N. Y.

(You are invited to **Booth No. 85,** New York Business Show.)

TRADE DU-RA-BUL MARK

RIBBONS

Do you use them? If not, write us and we will give you proof that you should.

REPUBLIC-DODGE

Douglas Street and Third Avenue
BROOKLYN, • NEW YORK

Canton, Ohio.

The Holmes-Snow Office Supply Company is a new concern organized to sell office specialties in the state of Ohio. They are represented by a number of experienced salesmen. They will be pleased to communicate with reliable concerns who have good specialties to offer the trade.

Melbourne, Australia.

William Lascelles, 60 Queen street, Melbourne, desires to secure agencies for meritorious stationery specialties. He is prepared to cover the entire state of Victoria. He is secretary for mining and other companies, a small land valuator and has other business connections. This would appear to be a good opportunity for manufacturers who desire to be represented in Victoria.

New York, N. Y.

The International Resident Buyers, 33 Union Square, New York, with branch offices in the West Indies, South and Central America, Europe, Australia and the Far East, desire to obtain exclusive selling agencies for stationery lines and kindred products. Early in September this concern was entertaining buyers from Cuba, Panama and Venezuela. These gentlemen act as manufacturers' representatives and are in a position to sell considerable quantities of stationery goods where suitable arrangements can be made with manufacturers. They prefer exclusive territories and work upon a commission basis.

Zurich, Switzerland.

R. Kaesermann, Langstr. 18, desires to represent first-class manufacturers of typewriters and office appliances. Mr. Kaesermann owns a large building situated on a principal street near the center of the city and has an established trade. He requests that registered samples and particulars be sent to Rudolf Kaesermann.

Trade Opportunities.

Reserved addresses in connection with "Trade Opportunities" may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or from the nearest office by application in letter form. Applicants should mention file numbers. The list of offices follows: New York, Room 409 United States Customhouse; Boston, eighteenth floor United States Customhouse; Chicago, 504 Federal building; St. Louis, 402 Third National Bank building; Atlanta, 521 Post Office building; New Orleans, 1020 Hibernia Bank building; San Francisco, 306 United States Customhouse; Seattle, 922 Alaska building. Co-operative district offices: Cleveland, Chamber of Commerce; Cincinnati, Chamber of Commerce; Los Angeles, Chamber of Commerce; Detroit, Board of Commerce; Philadelphia, Chamber of Commerce; South American agent, Southern Railway Company, Chattanooga, Tenn.

FlexiFile

Is taking one office after another by storm! There are no better judges of which file is most efficient than the experts of Montgomery Ward, Marshall Field, Sears-Roebuck, Commonwealth Edison and other progressive Chicago concerns, who first tested, then tried, then adopted it.

A Patented System of Canvas Pockets

So Flexible—So Simple—So Accurate
So Durable—So Inexpensive—So Very Efficient

No Wonder It's Being Adopted

For 1000 Drawer Systems It Saves 50% of Filing Time and 20% of the Working Capacity of the Drawer

You know the usual way—papers wedged in between "follower block" and front of drawer. If wedged too tight—you have to tug and pull to get desired papers—unless tightly wedged they crumple and fall. "FlexiFile" does away with all this—keeps a single sheet of paper or complete contents of a crowded drawer in a perpendicular position at all times—makes it easy to get just the papers wanted—when wanted.

Visit Our Showrooms **Write for Our Exclusive Agency Proposition**

FlexiFile Sales Co., 335 South La Salle Street, Chicago

Climax Numbering Machine

Patent applied for.

123456

Showing full size imprint

Climax Line Dater

Patented. Other patents pending

JAN 15 '15

Actual size of machine and imprint

These are ALL METAL MACHINES with metal type and figures, self inking, dust and rust proof.

The Numbering Machine operates consecutively, duplicates and repeats from 1 to 999,999.

Exceptional in appearance, durable, compact, neat clear-cut impressions and nickel plated, with rosewood handles.

We also manufacture the

Climax Name Plate Dater

—constructed along the same lines as the machines shown.

These machines do identically the same work and in just as satisfactory a manner as the highest priced. Their simplicity and absolute accuracy is most positive. Our guarantee is given with every machine.

Send today for catalog of our full line of Metal Stationery Supplies. You will be interested.

The Traut & Hine Manufacturing Co.
New Britain Connecticut

Sales Office, 1 Union Square, New York

NEW RUBBER STAMP INK PAD

WITHOUT AN OBJECTIONABLE FEATURE
NEW QUICK-DRYING INK—ODORLESS

Noiseless — Moulded Rubber Base.
New Quick-Drying Ink — Odorless.
(Absolutely New Formula)
Impressions dry quickly. Pad remains fresh—self-inking. Not injurious to rubber stamps. No offensive odor.

Made for the highest class trade

MANUFACTURED BY
THE SUPERIOR TYPE COMPANY
32-40 S. Clinton St. CHICAGO

A New Office Specialty
High in Usefulness—Low in Cost

RECEIVER ON PAY

The RECEIVER-ON Phone Attachment is a most useful telephone convenience. By its use the receiver can hang on the hook while the person called is coming to the phone. If the phone is to be moved across the desk just one hand is needed for the operation. Ordinarily the phone itself is lifted with one hand and the receiver with the other. It keeps the receiver out of the way and prevents breaking, which happens frequently when the receiver is permitted to remain off the hook while not in active use.

DEALERS—AGENTS

Energetic dealers and specialty men can sell this device quickly. A demonstration takes a minute and is sure to create a desire for ownership. Good salesmen will have no trouble in securing large numbers of orders.

Exclusive territory granted. Let us tell you more about it.

Placing Attachment to Hold Receiver

Automatic Phone Attachment Co.
Incorporated
SUFFOLK, VIRGINIA

Rubber stamps, etc., No. 22131.—An American consular officer in the Far East reports that a leading daily newspaper with stationery and job printing departments desires to obtain connections in the United States with dealers in rubber stamps and stamp accessories.

Office furniture and supplies, etc., No. 22138.—A firm of printers in France informs an American consular officer of its desire to establish a branch department for American-made office furniture and supplies, filing cabinets, typewriters and copying machines. Correspondence and printed matter should be in French and dimensions in the metric system.

Fountain-pen materials, No. 22139.—An American consular officer in France reports that a dealer in stationery and office supplies desires to purchase gold nibs (18 carat) and barrels with necessary parts for the manufacture of fountain pens, bearing his own trade-mark. Further information may be obtained from the Bureau or its district offices.

Office furniture and supplies, etc., No. 22149. An American consular officer in the United Kingdom writes that a firm in his district desires to represent American manufacturers of office furniture, filing cabinets, typewriter ribbons and carbon paper, and calculating machines.

Stationery, No. 22152.—A firm in the United States writes that it is in receipt of an inquiry from Russia for writing paper, postal stationery, etc.

Stationery, etc., No. 22160.—A firm in the West Indies desires to receive quotations on stationery and fountain pens. Literature, samples, etc., may be submitted through the firm's correspondent in the United States.

Paper, printing supplies, etc., No. 22174.—An American consular officer in the Far East reports that two native printing offices desire to receive catalogues and price lists of paper, printers' requisites and materials, stationery and account and ledger books.

Pencils, No. 22203.—The commercial attaché of the Department of Commerce in France writes that a firm in that country is in the market for small pencils suitable for pocket note books of the cheaper variety.

Furniture, No. 22231.—The commercial attaché of the Department of Commerce in Peru writes that a manufacturer and dealer in furniture desires to enter into direct relations with American manufacturers of office furniture in wood and of high-grade metal office furniture and equipment. Reference.

Stationery, etc., No. 22235.—A commercial agent of the Bureau writes that the representative of a firm in Russia, who is now in the United States, desires to get in touch with American firms handling stationery and draftsmen's instruments. Cash will be paid against documents in New York. Reference.

Stationery, No. 22280.—An American consular officer in East Africa reports that a wholesale and retail merchant in his district is in the market for stationery.

Office equipment, etc., No. 22282.—A commercial agent of the Bureau reports that a man in western Canada desires to represent American manufacturers of office equipment, stationery, wrapping paper, twines and other lines generally carried by stationers, druggists and general stores.

Printing machinery, etc., No. 22354.—An American consular officer in Norway writes that a business man in his district wishes to represent American manufacturers of printing machines, to be used principally for printing cards, envelopes, letterheads and circulars, etc.; printing machinery requisites, modern mercantile type, ink, etc.; card and paper cutting machines, wire-binding machines, perforating machines and manifolding and duplicating machines. Correspondence in English. Reference.

DORNETTE DESKS

Extremely Popular With Office Furniture Dealers

Made as fine as the best kiln-dried hardwoods and skilled workmanship can make them.

Write for Catalog

Our Latest Sanitary

THE J. DORNETTE & BRO. CO., Cincinnati, Ohio

The Chair That's Made To Sit In

Safe to lean back in, that adjusts easily and stays adjusted, that can't break where most chairs do, and won't break anywhere — the simple, safe and silent tilting rotary office chairs with the patent Marble & Shattuck iron —

That's the Chair to Sell

Other chairs have irons made to look like this, but while they copy the iron and chair pattern, they can't use the principle of the fixed one-piece shaft. This basic M. & S patent prevents the "wabble."

Why not obtain the agency for the line that is standard of design, of workmanship and finish—the Marble & Shattuck line of chairs for offices, banks and all public buildings?

Sold only through the dealer

Send for catalog and booklet "Revolution in Chair Irons"

THE MARBLE & SHATTUCK CHAIR CO.
CLEVELAND, OHIO

CHICAGO OFFICE: 600 So. Michigan Ave., H. G. HUNN, Representative
NEW YORK OFFICE: 815 Marbridge Bldg., A. B. HUNN, Representative

CHAIR IRON PATENTED

DEALERS:

USE OUR ENVELOPE ENCLOSURES—TELL OUR CUSTOMERS that when their stenographers, typists and billing clerks are equipped with

Lineguide COPY HOLDER

Continuously—Instantaneously

—the EYES will SEE only the line of words or figures being typed—saving TIME and MATERIAL—relieving eye strain and resultant headaches and fatigue.

Model No. 2 $3.50

Offer to show them how FOUR OPERATORS WITH LINEGUIDES CAN DO THE WORK OF FIVE not using this device.

Model No. 1 $4.00

SELL LINEGUIDE on 10 days' approval. Money back if not entirely satisfied.

Extensive National Advertising for your benefit. (See System.)

Lineguide Co.

8 S. Dearborn St., Chicago

"There is Money in Specialties"

—Practical Salesmanship.

When one considers the tangible value of ROSCO specialties and the saving of time and temper effected by their use, and the testimony of dealers who are already handling the line, he finds that this proverb applies with particular force to these devices.

The Rosco Glass Desk Pad

is a convenience whose value cannot be overestimated. For memoranda it provides a place which cannot be overlooked, because it is right in the line of vision of the man at the desk.

ROSCO INADRAWR
Steel Stationery File

fills a real requirement in the work of thousands of stenographers. It contains a full assortment of stationery; it prevents dust and dirt from spoiling its contents; it assembles the necessary material in one small box, thus increasing the stenographer's output. DEALERS: These specialties have proven their merit and their salableness. A display of them will prove a steady source of profit to you. Write for information and descriptive matter.

Ravenswood Office Specialties Co.

West Ravenswood and Newport Aves., CHICAGO

STATIONERY

Boston, Mass.

The Lea Ercling Manufacturing Company, 90 Washington street, has taken over the business of the E-R Fastener Company, and will continue the manufacture and sale of these goods.

Canton, Ohio.

The Holmes-Snow Office Supply Company is a new concern organized to sell office specialties in the state of Ohio. They are represented by a number of experienced salesmen. They will be pleased to communicate with reliable concerns who have good specialties to offer the trade.

Chicago, Ill.

At a recent meeting of the Chicago Stationers' Bowling League plans for the coming contests were put under way. Julius Biel was elected president, H. J. Schnable, vice-president; H. G. Horder, treasurer, and Oscar Modene, secretary. The games started on September 15 at the Benzinger alleys. The league is made up of eight teams, representing the Marshall-Jackson Company, Stevens, Maloney & Co., The Carter's Ink Company, Horder's Stationery Stores, Wilson-Jones Loose Leaf Company, Geo. E. Cole Company, S. D. Childs & Co., and the Sanford Ink Company.

* * *

Carrithers & Co. have moved their stationery and loose leaf department to 116 South Michigan avenue. The Quality Rubber Company remains at the old location, 109 North Dearborn street.

* * *

George E. Ramskill, Chicago representative of the Dennison Manufacturing Company, who was operated on at the Ravenswood hospital about a month ago, is rapidly recovering.

* * *

Morris Keyes is now associated with the Quality Rubber Company, 109 North Dearborn street, of which LeRoy Carrithers is president.

Des Moines, Iowa.

S. C. Slayton, on account of ill health, has disposed of the University Book Store to C. McCracken.

Fort Plain, N. Y.

Fenton G. Diefendorf & Son have succeeded the wholesale and retail book and stationery business of Diefendorf & Waters at this place, Mr. Waters retiring on account of ill health. His interest was purchased by Victor Z. Diefendorf, who will take an active part in the business.

Holyoke, Mass.

The National Blank Book Company is erecting a six-story addition to their plant, which, when completed, will give the company 20,000 square feet of additional floor space.

Milwaukee, Wis.

H. W. Brown & Co. recently succeeded to the business of the Atkin-Brown Company, and is now installed in its new quarters at 87 Wisconsin street. The store was opened on the evening of Saturday, September 2. It is a

Chair Comfort

Cook "Quality" Spring Back Typewriter Chairs are made to give the highest degree of comfort. The seat is carefully shaped and the back is adjustable to a position so as to properly support the back of the user. They are not especially adapted to lounging, but are especially suited for those who have work to do and want it done quickly.

These chairs are used throughout the country and in the numerous cities abroad. The reason for their wide sale is found in their merit.

Handle this line and watch your profit grow. A Catalog will be mailed upon request.

C. A. COOK CO.
MANUFACTURERS
16-28 Osborne Street
Cambridge, Mass.

Here's How To Cut Costs in YOUR Mailing Department

HERE'S a book that tells how to do away with that last hour rush in mailing department—that hour when more help is needed—when more speed is wanted. Describes in detail methods of handling mailings in actual use by businesses big and little—methods that will make your mailings more efficient. The book is FREE if you write for it on your business letterhead.

FREE

ACORN THEXTON ENVELOPE SEALER

—the machine that makes it possible for one operator to do the work of several—seals your envelopes neatly, carefully, accurately, and gets your mailing out—on the dot. Motor driven—strong—simple to operate—and always ready for work. Made in four models—a size for every business—$50—$65—$47.50—$27.50. Write for FREE book—and the facts on this money-saving machine NOW

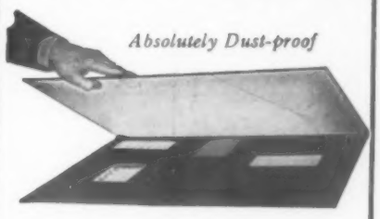
DEALERS—Write for our special proposition

Motor Driven $65

ACORN BRASS MFG. COMPANY
526 South Clinton St., Chicago, Ill.

The Chicago Glass Desk Pad

Absolutely Dust-proof



THE Chicago Glass Desk Pad provides a smooth, hard writing surface, protects the desk, is strictly sanitary and improves the appearance of the office.

The glass which extends to the edge of the pad and leaves neither pockets nor cracks to collect dust, is made of plain and beveled glass, and rests on a leatherette base. The glass can be raised easily without being pushed over top of desk or table.

Price $3.00 to $7.00 Attractive terms to dealers.

CHICAGO MIRROR AND ART GLASS COMPANY
Established 1890
216-220 N. Clinton St., CHICAGO, ILL.

UNIFORMITY of inking is one of the most important factors of a typewriter ribbon, and upon this we have reached the point—par excellence.

Our ribbons are made in the following writing strengths:

Extra Light—No. 31
Light—No. 34
Light Medium No. 37
Medium No. 40
Medium Heavy—No. 43
Heavy—No. 46
Extra Heavy—No. 49

The above writing strengths can be absolutely depended upon and the particular user will always get what he wants. The different writing strengths are also known by the numbers shown.

A trial order will display beyond doubt the absolute control under which our inking system is conducted.

DIXON, HOLMES & DIXON
Proprietors

HEAD OFFICE and FACTORY
69-71 Wooster St.
New York City
Also
1305 Arch Street, Philadelphia, Pa.
212-213 Upper Thames St., London, E. C.

Sleepless Nights lose their terrors

if you own one of these night and day watches!

Radium treated dials.
Good timekeeper.
Handsome case.
Handy at home or hotel or in sleeping car.

Prepaid — anywhere **$2.50**

H. D. PHELPS
ANSONIA, CONN.

MORTON'S ODORLESS TYPEWRITER OIL

Your Manufacturing Problems Simplified

¶ We will take your article, develop and improve it, design and make the tools and special machinery for its manufacture. We will produce it for you *in our factory*, or design and make a complete equipment of jigs, fixtures, dies, etc., for its production *in your own factory*.

¶ Our tool department is peopled by 300 expert designers and tool makers.

¶ Consult us regarding your proposition. Our advice will be valuable to you.

The Taft-Peirce Mfg. Company
Main Office and Works: **Woonsocket, Rhode Island**
NEW YORK, 165 Broadway DETROIT, 1311 Majestic Bldg.

Let us tell you about

TENACITY QUALITY
TENACITY SERVICE
TENACITY PRICE

The Tenacity Manufacturing Co.
INCORPORATED
READING, CINCINNATI, OHIO

Manufacturers of Loose Leaf Devices

handsome place, beautifully arranged with several departments, and will be a credit to its owners. The dominating idea is that every customer is a guest who is entitled to enjoy every possible convenience. He is invited to sit in comfort at the stationery table and to be served in the various lines handled. All the show cases are electrically illuminated and shaded lamps are scattered about on the tables.

Muskogee, Okla.

The Bowman Stationery Company, Harry V. Bowman, proprietor and manager, announces the removal of their printing plant and office supply store to larger quarters at 218 North Third street. The printing plant has been replenished with new type and the office supply division has been enlarged and the stock increased.

The Bowman Stationery Company also announces that H. L. Benson is now associated with the house. Mr. Benson will have charge of the office supply division. He is a man of many years' experience and of much ability in the office equipment field. Mr. Bowman, proprietor of the company, will devote his efforts to the printing division and to amplifying the service of the company.

New York, N. Y.

The Accurate System & Manifolding Company has been incorporated to manufacture manifolding and loose leaf devices, with a capital of $5,000, by I. E. Eisner, H. E. Mednick and H. P. Austin.

* * *

C. G. Tollefsen has resigned his position as manager of the New York office of the Sengbusch Self-Closing Inkstand Company, and has accepted a position with the H. L. Judd Company, as manager of its art metal and fancy goods department. The factories of the Judd company are at Wallingford, Conn., and Chattanooga, Tenn. Mr. Tollefsen succeeds the late H. L. Holmes. He will make his headquarters at 87 Chambers street, New York.

* * *

The Tower Manufacturing & Novelty Company recently incorporated its printing department under the name of the Greeley Press.

* * *

Neustadter & Mandel have received a charter to carry on business in playing cards, stationery, notions and sporting goods. Their capital stock is $10,000.

San Francisco, Cal.

W. H. Palmer, well-known San Francisco stationery buyer, has gone with the H. S. Crocker Company as eastern buyer. He has been connected with the local trade for many years, starting in with the old firm of Payot, Upham & Company when a boy. At an early age he showed a tendency to work up, and soon held a responsible position. When the firm of Payot, Stratford & Kerr was organized, Mr. Palmer became buyer for them, and only a few months ago gave up that position to identify himself with the Isaac Upham Company.

* * *

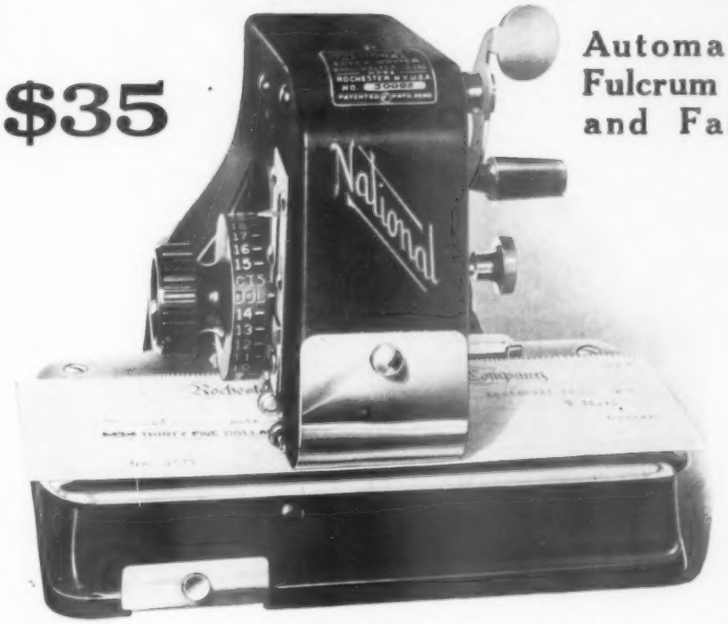
Many friends in the trade mourn the death of Chas. W. Gilhooly of the firm of Benas & Gilhooly, 509 Sansome street, on September 20. He was well known in San Francisco, being a native of the city. For several years he was identified with Cunningham, Curtiss & Welch, and later with the H. S. Crocker Company, leaving that firm about a year ago to engage in business with Mr. Benas.

* * *

Work is to begin shortly on a 4-story and basement reinforced concrete factory building for the Pacific Envelope Company at Second and Harrison streets. According to the plans the new structure will cost about $100,000.

King of Writers

$35



Automatic Feed and Double Fulcrum Lever makes it Easier and Faster than any other

Weight and size one-half the average.

The Only Check Writer having adjustable spacing between characters.

Positive Spacing and Printing. Gives Absolute Protection to the check by Shredding and Sub-inking.

Protected by Welter Patents.

A one-inch stroke of the lever writes a word

SIXTY TWO DOLLARS TEN CENTS

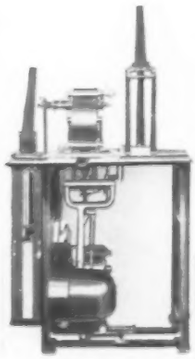
Sampleof Work

Hall-Welter Co., Inc.
183-193 St. Paul St., Rochester, N. Y.

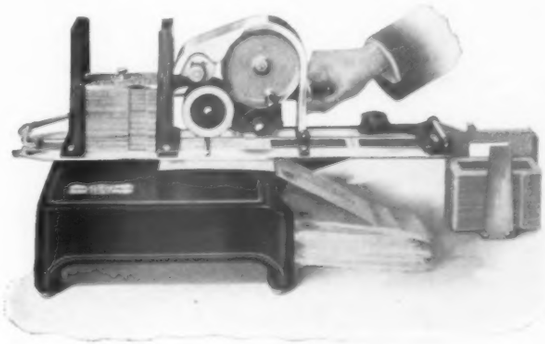
ELLIOTT ADDRESSING MACHINES

are faster, surer, cleaner, simpler and more economical.
The ***Elliott*** is the only addressing machine that "prints in sight."
Montgomery Ward & Co. and Sears-Roebuck, of Chicago, both use Elliott Addressing Systems.
They are the biggest mail order concerns in the world and they know addressing machine values.
Elliott Addressing Machines are bought by men who know.

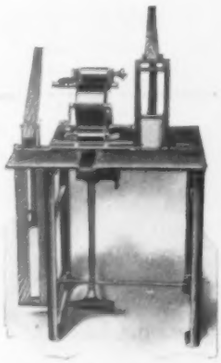
Tear off and mail this advertisement to us for full particulars



The Electric Addressing Machine
Prints 4000 addresses per hour
Price, $185.00



The Hand Addressing Machine
Prints 1500 addresses per hour
Price, $40.00



The Foot Addressing Machine
Prints 3000 addresses per hour
Price, $100.00

THE ELLIOTT ADDRESSING MACHINE CO., 145 Albany Street, **Cambridge, Mass.**

THE TRIUMPH ADDING MACHINE

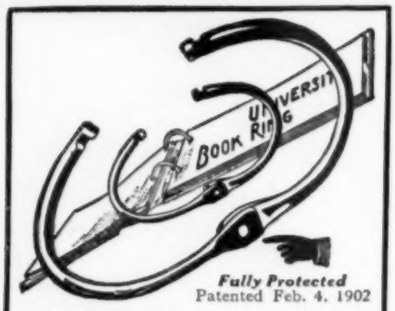
Price $25.00 and Up. Capacity $999,999.99 and Higher.

Will perform calculations in decimals or other systems, in fractions, feet and inches, and English currency. It can be "split" so as to register the number of operations performed as well as registering results. Save your brains for other work. It is mechanically perfect, can be operated with both hands simultaneously, combining speed and accuracy.

Dealers and Agents:

Let us submit to you our liberal proposition on this quick selling machine. It offers big money-making opportunities. Write today.

Triumph Adding Machine Co.
205 Norwood Ave.,
BROOKLYN, N. Y.



Fully Protected
Patented Feb. 4, 1902

The Improved University Book Ring

The Ring with the Deep Locking Joints —A Deep, Steel-Jawed Feature which adds longer life to the Binder

It meets every requirement for the temporary binding of student's and stenographer's note books, and various loose leaves. Simple, strong and neat. Made in four sizes. No. 1, 1¼ inches diameter, light weight; No. 1, heavy weight, 1¼ inches; No. 2, 1½ inches diameter, light weight; No. 2, 1 7/8 inches diameter, heavy weight. Unjointed ring, **Patented Nov. 24, 1908**, 1¼ inches diameter. *Write for particulars.*

OTTO KELLNER, Jr.
4028 State St. CHICAGO

No. 386. Oak Revolving Office Chair

No. 386½. Oak Stationary Office Chair

No. 387. Oak Stenographer Chair

Write for exclusive Agency.

Dealers Only

We have been making chairs for 50 years. We ought to know how.

The Buehner Chair Co., Evansville, Ind.

TYPEWRITERS

Austin, Texas.

W. G. Hodges, after working several years for the field department of the Royal Typewriter Company, but who of late has been spending some time in another line of work, is back again on the Royal staff, covering his old territory.

Butte, Mont.

J. B. Patterson, manager of the Butte branch of the Underwood Typewriter Company, recently gathered together the Montana salesmen of the company at a dinner and conference at the Hotel Thornton. After the meal the salesmen met at the local office and discussed plans and ideas for a selling campaign throughout the state.

Detroit, Mich.

A. E. Roberts recently installed an exhibit for the Corona Typewriter Sales Company at the Michigan State Fair in Detroit, where he produced excellent results. Fifty-seven machines were sold to prospective customers secured at the fair, the rules preventing Mr. Roberts from making sales while the fair was in progress.

Hamilton, Ohio.

The Hooven, Owens, Rentschler Company is carrying out an energetic sales campaign of nation-wide scope for the sale of the Hooven Automatic typewriter. The trade is already fairly familiar with this machine, which reproduces actual typewritten letters with great rapidity, its working being comparable to the work of a player piano from the music roll. It is claimed that the Hooven Automatic will write as many letters as can be turned out by five typists.

Kansas City, Mo.

J. W. Densford, formerly connected with the Oklahoma City branch of the L. C. Smith & Bros. Typewriter Company, has been appointed manager of the Kansas City office of that company.

Medellin, Colombia.

J. Escobar, Bernal & Co. have been appointed agents of the Royal Typewriter Company for important territory in Colombia, and Lopez & Michelsen of Bogota have been assigned to the rest of the country.

Omaha, Nebr.

H. W. Moore, for some years connected with another leading typewriter company handling the territory in eastern Kansas, has joined the Royal sales organization and is at present in charge of the Omaha office, 318 South Nineteenth street.

Toronto, Canada.

Joseph Tarshis, formerly connected with the Remington Typewriter Company, is now manager of the Canadian Writing Machine Company, which has recently opened a factory at 139 Sincoe street for the rebuilding of typewriters. It is expected that the new company will open retail stores at Montreal, Toronto, Winnipeg, Vancouver and Halifax.

San Francisco, Cal.

J. Gunzendorf, manager of the Typritorium, 225 Montgomery street, recently received a visit from W. P. Funk, representative of the Webster line of typewriter supplies.

Your Own Brand

TYPEWRITER RIBBONS AND CARBON PAPER

Your customers can use typewriter ribbons and carbon paper. You want to sell good ribbons and good carbons. This combination can be worked out to result in more business and greater profits for you if you will sell ribbons and carbons under your own name and brand. Your customers will come back because your name on the container will show them where more goods exactly like the same can be secured.

Send for samples of our typewriter ribbons and carbon paper. Try them out thoroughly. Put them to the most difficult tests. You will decide that they are the kind you would be glad to have associated with your name.

Write today for samples

U. S. TYPEWRITER RIBBON MANUFACTURING CO.

Sansome and 8th Sts., Philadelphia, Pa.

Cable Address: "Muster"

How VUL-COT Windows Pay.-

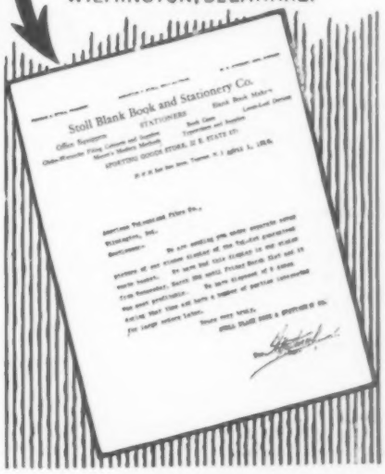
Evidence that Vul-Cot guaranteed waste baskets, when displayed in dealer's windows stimulate real sales — the Stoll Company's window "sold nine dozen in nine days with big prospects for large orders later." Hundreds of Vul-Cot dealers have experienced similar results with Vul-Cot displays.

The ease with which sales on Vul-Cot Baskets can be increased by tying up to our National advertising with a simple window display, is an advantage which sold a great many of our hundreds of present dealers.

Aside from this important feature, Vul-Cot Baskets have many other advantages for the dealer in that we fully protect him and profits are very liberal. At the same time, we provide extensive helps in National advertising, signs, booklets, etc., all of which sends business directly to the stationer's store.

Full information regarding the Vul-Cot Dealer policy will be sent upon request. No obligation in writing.

AMERICAN VULCANIZED FIBRE CO.
520-525-EQUITABLE BUILDING
WILMINGTON, DELAWARE.


Stoll Blank Book and Stationery Co.

REMEMBER

BICCO

BICCO PRODUCTS are STANDARD

Index Cards
Index Guides
Filing Supplies
Card Cabinets
Filing Cabinets
Ledger Desks

INDEX CARDS
Accurately Cut
Ruled to Register

CARD GUIDES
Three Grades
Plain Tipped
Celluloid Tipped
Metal Tipped

LETTER FOLDERS
Tabbed
Bellows
Pressboard
Straight Edge
Scored

VERTICAL GUIDES
Manila
Pressboard
Medium and
Heavy
Plain
Celluloided
Metal Tipped

SPECIAL CARDS
Banks
Insurance
Counties
Municipal
Manufacturers

SEND FOR CATALOG No. 3

Boston Index Card Co.
113 Purchase St., Boston, Mass.
395 Broadway, New York City

Your Jobber Has Them

Patented Sept. 29, 1891
Trade Mark
Copyrighted Jan. 28, 1895

LAVETTE'S
Patent Photo-Mailing
Envelopes

For carrying safely in the mails photographs, cards and other flat articles in danger of crushing.

For samples, prices, etc., write to

H. C. LAVETTE
224 S. Jefferson St. CHICAGO
ESTABLISHED 1891

Golding Cutters

Balanced Handle

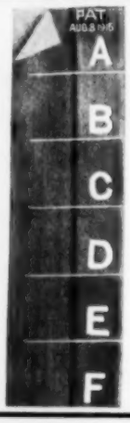
Think what a convenience this handy device would be in your office. It is useful, durable, reliable for cutting cardboard, paper, cloth, leather with equal facility—quickly neatly, economically.

Draw Cut—No Clamp Required

The Framework is accurately fitted iron.
The Table seasoned polished hardwood: the knives best tempered cast steel. Made in sizes 8, 12, 16, 24 and 36 inches, and two styles. With table and without $4 to $70.
We also make Hand Lever and Power Cutters—Printing and Imprinting Presses and accessories.

DEALERS WANTED

GOLDING MANUFACTURING CO., Franklin, Mass.



AIGNER'S PATENT CUT INDEX TABS

For Loose Leaf Binders, Box Files, etc.

These tabs come in strips cut so that it is a very simple operation to detach them. They are uniform in size and convenient to apply.

The trade is cautioned against imitations. Our rights are covered broadly in a patent issued August 8, 1916.

AIGNER'S are the **better kind** of index tabs, combining several important features.

Write for further information.

G. J. AIGNER & CO.
552-554 W. Adams St., CHICAGO, ILL.

One Member of the "Perfect" Family

The top-locking, sectional post binder illustrated here has a simple, positive mechanism which is operated by means of a push-button.

It is only one member of

The "Perfect" Line

of loose leaf devices which embraces all the possible needs in loose leaf.
You will find that our catalogue, which we shall be glad to send to you on request, contains many items of real interest to you. Shall we send you a copy?

CHICAGO BINDER & FILE CO., 118 S. Clinton St., Chicago

Mr. Gunzendorfer says San Francisco business has been exceptionally good of late by reason of business houses fearing still further advances in prices and laying in extra supplies accordingly.

* * *

J. R. Bierma, manager of the San Francisco branch of the Corona Typewriter Company, is back in the city, after a trip to New York, where he attended the managers' convention of the company. The Corona branch here is on Powell street and the show window contains an exhibit of Corona typewriters with keyboards adapted to all modern languages.

* * *

F. W. Aust, manager of the San Francisco office of the Underwood Typewriter Company, has returned from Atlantic City, where he was present at the annual convention of the company managers. He has made a trip down the San Joaquin Valley since his return.

* * *

C. H. Jenkins is having a run of heavy business on Blickensderfer typewriters this month, and has had to work holidays to catch up with his business.

* * *

J. P. Oram of the Office Supply Company, Limited, at Honolulu, dealers for the Remington Typewriter Company in the Hawaiian Islands, spent a few days this month in San Francisco on his return from the East, where he visited the Remington factories. He has now gone back to Honolulu.

* * *

L. & M. Alexander, now located in convenient quarters on the second floor at 444 Market street, are having very excellent results in their new location. Old friends of the firm have not forgotten them and business is being adjusted satisfactorily on a new basis. The firm is preparing to make an exclusive specialty of renting typewriters, and from present indications a very large rental department can be built up.

* * *

K. S. Chaney, for several years the Pacific Coast manager of the Underwood Duplicator department, and later on, for a number of years, one of the best known typewriter salesmen making the Coast territory, is now selling in the San Francisco field for the Royal Typewriter Company, having come here from Scranton, Pa., where he was the local manager for the Royal Company recently.

* * *

H. E. Hatch, a well-known typewriter man on the Pacific Coast, who for a number of years was salesman with a prominent typewriter company in the East and more recently on the sales force of the San Francisco branch of another typewriter company, is at present covering San Francisco territory for the Royal Typewriter Company.

* * *

James Appleyard, from the San Francisco office of the Royal Typewriter Company, is making a trip on business up the Sacramento Valley and central California.

* * *

A. H. Groves, a widely known typewriter man of exceptional experience in the western field, but who has been in another line of business for the past year, is again devoting his energies to typewriters. He has accepted the post of manager for the Seattle office of the Royal Typewriter Company.

* * *

Carl Saalbach, manager of the Oakland branch of the Royal company, has just added to his sales force a new man, H. C. Berggren, a salesman of considerable experience.

A Typewriting Machine Past Compare

is the new

MULTIPLEX HAMMOND

MANY TYPEWRITERS IN ONE

Let us hold your attention right NOW to this statement. Words unsupported with facts are idle.

Exclusive Features

INSTANTLY INTERCHANGEABLE TYPE, two sets on one machine; any combination of languages or English type faces.

"JUST TURN THE KNOB" *presto*—one or the other.

REVERSIBLE CARRIAGE, accommodating Oriental Languages or modern,—instantly.

AUTOMATIC TYPE IMPRESSION, producing fine work irrespective of fingering skill.

MINIATURE TYPE for Loose Leaf Manuals.

Writing INDEX CARDS of any weight, without bending.

MATHEMATICAL TYPE SET, printing 150 characters.

COPYRITER, with a dozen styles of type, for preparing printers' copy as it should eventually appear.

Dealerships open, and most valuable.

A Catalog for the asking.

Corroboration (users)

The President of the United States—personally
Mrs. Gene Stratton-Porter — Sir James Matthew Barrie
William Dean Howells — John Kendrick Bangs
Walt Mason
Rev. L. R. Stickney, Sec'y, Cardinal Gibbons
Rev. J. D. Springston, Director A. B. P. S.
Rev. J. G. Trant, Chancellor, Arch. Messner
United States Government — Columbia University
Pennsylvania Railroad — New York University
Baldwin Locomotive Works — Pennsylvania University
Drexel & Company — Harvard University
Commercial Museums — Yale University

"Tell me whom you go with and I will tell you what you are."

THE HAMMOND TYPEWRITER COMPANY

69th and 70th Streets at East River — New York City, N. Y.

"AMFIL"

PLATENS-PARTS-TOOLS-SUPPLIES

"Best By Test"

OUR SERVICE-PLAN TO DEALERS
IS SUPPLYING A LONG NEEDED REQUISITE.

PRICES ARE MORE THAN CONSISTENT WITH THE QUALITY OF GOODS AND THE SPECIALIZED SERVICE RENDERED.

A PARTS CATALOG OF UNEQUALED COMPOSITION. WRITE US ABOUT IT TODAY.

TO THE TRADE ONLY

THE AMES & FILSTEAD COMPANY

CHICAGO: 607 S. Dearborn Street — SAN FRANCISCO: 507 Mission St.
NEW YORK: 82 Duane Street — DENVER: 1626 Champa Street
BOSTON AGENCY: 141 Franklin Street

The IDEAL

The Machine That Safeguards Your Shipments

Accurate tests made by Ford Motor Co., (70 Ideals in use), Standard Oil Co., Armour & Co., H. W. Johns-Manville Co., Thos. A. Edison, Inc., U. S. Army and Navy—by giant industries, as well as small shops and stores—prove that it is quicker, safer and cheaper to use the Ideal Stencil Machine than the old, smeary brush and pot or costly unsafe paper tags and labels.

One of the three model machines cutting large, medium and small stencil letters, will fit your business. **The IDEAL pays you back in six months if you advance its cost!**

Without obligation or cost we'll send you a "From" stencil of your own name and a copy of the valuable shipping efficiency book "SAFEGUARDING YOUR SHIPMENTS." Write.

IDEAL STENCIL MACHINE COMPANY
151 IDEAL BLOCK, BELLEVILLE, ILL., U. S. A.

Superior Calculator

$5 SAVES YOUR TIME BY SOLVING YOUR PROBLEMS 5$

MULTIPLICATION **DIVISION**
COMPUTING PAYROLLS **PERCENTAGES**

Leishman Arcascope & Supply Co.
Manufacturers of Mathematical Instruments
OGDEN, UTAH

The Banker's Clasp—An office necessity. Your customer will thank you for suggesting its use. Retails for 15 cents. Ask your jobber or write us.
THE BANKER'S CLASP CO., 3671 Lafayette Ave., St. Louis, Mo.

Established 1875 Incorporated 1900 Still at it 1916

We Make Covers

For Typewriting, Computing and all Other Kinds of Machines Having Bright and Polished Surfaces.

OFFICE FURNITURE and *everything* with *bright surface* should be so protected. We are large manufacturers of these goods and believe we make the greatest quantity and variety.

Send us *Sample* or *diagram* of *your article* and we will quote you prices and send sample of the material.

No article too large or *too small* for us to make and figure upon.

THE WILEY, BICKFORD, SWEET CO.
The Wm. H. Wiley & Son Co. Division,
HARTFORD - - - CONNECTICUT

ADDING MACHINES

Canton, Ohio.

The Holmes-Snow Office Supply Company has recently been organized to push a general line of office specialties. They are the Ohio agents for the Sundstrand adding machine.

Los Angeles, Cal.

D. C. Murphy, head of the Dalton inspection service, has returned from a transcontinental automobile trip.

New York, N. Y.

George L. Lindsley has entered the Monroe Calculating Machine organization. He will have charge of the Central District of New Jersey. Mr. Lindsley has had an extensive business experience. He is a graduate of mining engineering of Columbia. He was for a time district engineer of the New York Telephone Company, covering practically the same territory as he is now farming with Monroes.

* * *

C. E. Stevens, who has been for several years connected with the Philadelphia sales office of the Monroe Calculating Machine Company, was transferred October 1 to the Wall Street district in New York.

Orange, N. J.

The Monroe Bowling League has been organized among the factory employés of the Monroe Calculating Machine Company at Orange, N. J. There are eight "five-men" teams now comprising the league. L. D. Taggart, office manager, is the head of the organization.

Philadelphia, Pa.

Jerome Kennedy, the district manager of the Monroe Calculating Machine Company at Philadelphia, has found it necessary to enlarge his offices in the new Stock Exchange building.

* * *

B. A. Carroll, a Penn state graduate, who obtained his first experience with the Monroe Calculating Machine Company as a draughtsman in the factory, was recently transferred to the Monroe Sales offices at Philadelphia.

Pittsburgh, Pa.

W. J. Porter, for five years with the Oscar Muller Company and for a similar period in the cost accounting department of the Carnegie Steel Company, has joined the Pittsburgh organization of the Monroe Calculating Machine Company and will be associated with H. D. Duff, with headquarters at 95 Vandergrift building.

San Francisco, Cal.

W. W. Erskine has just received a new shipment of Model M. Mechanical Accountants, manufactured by the Mechanical Accountant Company of Providence, R. I., and is selling a large number of these to department stores throughout the state. This model is specially adapted to department store uses.

Utica, N. Y.

The Monroe Calculating Machine Company recently opened up offices at Utica. W. P. Davis is now looking after the Monroe interests there.

YOUR BEST BID for the desk business of your community is to sell a desk which is a time and labor-saving device as well as an attractive piece of office furniture. It is the

"2 in 1 Clemco"

A CLEMCO DESK
THE CLEMETSEN CO
CHICAGO, U.S.A.

With the "Clemco" Ball-Bearing All-Steel Mechanism

—a perfect combination of typewriter desk and clerical desk. Its features are: A broad, unbroken writing bed; immediate access to the typewriter at any time; a perfectly rigid typewriter platform. In other words, all the advantages of any clerical desk plus the facilities of the best typewriter desk on the market.

Send for our new catalogue which describes the "2 in 1" and other "Clemco" desks.

THE CLEMETSEN CO., 2608 Flournoy Street, CHICAGO, ILL.

O.K. TRADE MARK REG. U.S. PAT. OFFICE

"O.K." PRODUCTS

These products received the Gold Medal Award at the Panama-Pacific International Exposition, but whether at Expositions or in the Offices of business men they receive the Highest Endorsement.

THE WASHBURNE "O.K." PAPER FASTENER
On in a flash — "Bulldog grip"

The famous Washburne "O.K." Paper Fasteners are easily put on or taken off with the thumb and finger; can be used repeatedly and **"they always work."** Made of Brass and put up in brass boxes of 100 fasteners each, 10 boxes to a carton.

Attractive, Compact, Strong, no slipping—never!

THE RIES "O.K." LETTER OPENER—
HAND and ELECTRIC POWER MACHINES

The Ries "O.K." Letter Opener has the advantage of few parts. The beauty of its design and finish is most pleasing. All Ries "O.K." Letter Openers embody the best materials, workmanship and finish and are made to give the best service at the least cost for maintenance.

THE SANITARY "O.K." ERASER
The Most Practical Eraser for Everybody

The Sanitary "O.K." Eraser includes an **Adjustable Metal Holder** which keeps **Rubber Clean, Firm and Keen-edged; works better and lasts longer.**

Two Rubbers, the length of the Holder, are made, one for Ink, one for Pencil. **By slight pressure clean Rubber is fed down until used;** its narrow edge allows a letter or line to be erased without injuring another.

Hair's Breadth Cut From Each Envelope — Cannot Damage Contents

Its construction is such as not to permit the cutting edges to reach coins, paper clips, pins, etc; or to injure contents. Heavy manilla or linen lined envelopes may be as readily opened as those of lighter weight. Re-sharpening to maintain keen-cutting can be done for small cost at our factory. This however is seldom required.

Prices with full Particulars, Illustrated and Descriptive Literature Covering These Lines sent on Request. Liberal Trade Discounts.

THE O. K. MANUFACTURING CO., SYRACUSE, N. Y., U.S.A., SOLE MAKERS.

No. 3 Combination Typewriter Stand

Ideal Tubular Stands

are now used by practically all leading manufacturers of office machinery of every kind for which a stand is necessary.

If you are interested in a stand that will increase the value of your product, send us your specifications and we shall be pleased to submit sample with quotations at our risk.

The cuts herewith show but two of a great variety of styles.

Cut at left shows model No. 3 combination portable and rigid typewriter stand. Same model with all its advantages will be furnished for any other office machinery.

Mount your machine on our stand, roll it to your work, throw the crank to other side, and you have a rigid stand.

Write for circular with prices and discounts.

Burroughs Adding Machine On Our Stand

Fowler-Manson-Sherman Cycle Mfg. Co.
1447-1455 W. Austin Ave., Chicago

No Waiting For Change With

The Lightning Change Maker

There's no congestion at the cashier's desk—no delays in picking up change with gloved hands—no errors—no arguments. For the Lightning Change Maker instantly makes the calculation and delivers the **exact** change **direct to the customer** in any amount under one dollar.

The Lightning Change Maker is used in the world's largest department stores, elevated railroad and subway systems, banks and factories. Also in restaurants, theatres and by merchants in many lines. Made in three models—the changer—the payer (for banks and payrolls) and the theatre model.

Details Gladly Sent on Request

The Barrett Changer Company
616 So. Michigan Blvd. Chicago, Ill.

Kohlhaas Sight Systems

make money for the dealer
save money for the user

The check sorter illustrated can be used as a file or sorter. It accommodates up to 1000 checks as it stands (9 inches)—by means of sectional posts, its capacity is unlimited. Its use provides the fastest method of sorting checks and it can be locked so that no checks can fall out, even if it is turned over.

Some of our other specialties are

Petty Ledger	Desk Reminder	Bankers' Note Cases
Pen Extractor	Deposit-slip Sorter	Pay-envelope Holder
Currency Holder	Pass-book Holder	Recipe File
Dental System	Telephone List	Physician's System

Dealers write for discounts

THE KOHLHAAS COMPANY
Manufacturers
31 W. Lake St. Chicago

OTHER MACHINES

Chicago, Ill.

On Tuesday, September 19, L. W. Jared, general sales manager of the American Multigraph Sales Company of Cleveland, gave a gingery sales talk to members of the sales force of the Chicago office of the company. Mr. Jared is a forceful speaker and is one of the brainiest and most practical sales managers in the country.

Los Angeles, Cal.

Sidney A. Murdock, superintendent of the electrical department of the Business Equipment Sales Company, has perfected a system of conversion and reduction of alternating lighting circuit current to direct current of low voltage suitable for operation of time clocks and stamps.

San Francisco, Cal.

The Wahl Stationery Company of Sacramento, Cal., maintained a comprehensive exhibit of office specialties at the State Fair in that city, the principal features of which were the Safe-Cabinet line and the Corona typewriter.

* * *

W. B. Ackerman, formerly of Scranton, Pa., who has charge of the Edison dictating machine department for Peter Bacigalupi, reports business improving nicely.

* * *

Agents of the National Cash Register Company in Coast and Rocky Mountain states held a convention at the St. Francisco Hotel, Sept. 14, 15 and 16. Vice-President Patterson of Dayton, O., presided. The program included a motion picture, "Troubles of a Merchant and How to Stop Them," in addition to which a public lecture was given dealing with community betterment and welfare work as carried on in Dayton.

* * *

The Annotator, designed for making annotations in connection with dictations on the dictaphone or business phonograph, which was patented recently by A. B. Church, manager of the stenographic department of the California Fruit Canners' Association offices in San Francisco, has been tried out in this office very thoroughly during the last six months, and steps will be taken shortly toward getting the device on the market. The purpose is to give the transcriber special instructions concerning the dictation recorded on the cylinder. The annotator consists of a metal tray three by seven inches, fastened to the front of the dictating machine. Connected with the recording arm of the machine and traveling with it over the tray is a bar containing six keys, with inked ribbon for printing on the paper forms in the tray. These forms are made so that each can be completely identified, and the printing keys are arranged to mark in lines designated "length," "correction," "rush," "wire," "P. S.," "extra copy." A similar tray is bracketed to the transcribing machine on which the printed forms are attached. A pointer moving with the speaker-head shows the exact spot on the cylinder record to which each annotation mark refers.

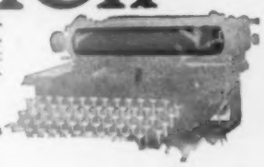
For Adding Machines **PLATENS** *For Typewriters*

Do your customers ask for any one make of platen, or do you equip their machines with whatever you happen to have in stock?

If the former, you and your customer both know Goodrich. If the latter, stock up with Goodrich and give him the best there is platens. He will recognize familiar quality, rate you accordingly, and you will secure a permanent customer.

GOODRICH

consistency in compounding and cure gives you a platen *known for its lasting qualities.* A platen that grips the paper and holds it. The type impression is true and well defined. Establish a permanent business with Goodrich goods that are business getters—every one.



Platens Feed Rolls Rubber Feet
Telephone Cushion Receivers
Rubber Bands Cuspidor Mats Perforated Mats

Cash in on them today

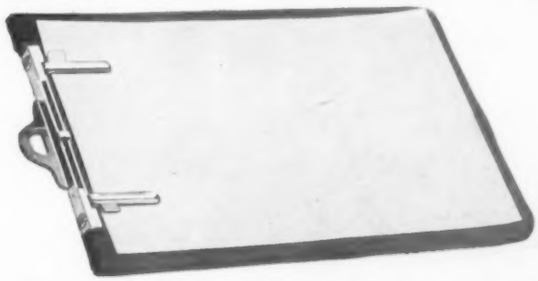
Factories: Akron, Ohio

The B. F. Goodrich Company

Branches in All Principal Cities

WHY PAY AS MUCH for an unsatisfactory clip holder when you may as well sell the AURO which is sure to please?

Holds one sheet firmly



Holds three hundred firmly

A PROFITABLE ITEM OF MERCHANDISE

The Plew & Motter Co., Racine Avenue and Monroe Street, Chicago

Get Yourself In The Buckskin Habit

If you want satisfactory results from the use of carbon paper and typewriter ribbons, it will pay you to use

Buck-Skin TRADE MARK

This action on your part will prove good business, for BUCKSKIN goods are quality goods and are money savers.

BUCKSKIN CARBON PAPER means durability, good service, economy, and everything desirable in carbon paper.

BUCKSKIN RIBBONS are made in every color for every make of machine. They give clear, clean impressions. They are strictly durable.

You want BUCKSKIN
We want your business

Get Samples of BUCKSKIN.

F. W. Neely Company, 508 So. Dearborn St., Chicago

SIMONSON
Patented Metal Tip Guides

For Vertical Letter Files, Card Systems and Check Files, are Indestructible

None genuine unless stamped U. S. Patent No. 794,749 on Metal Tip.

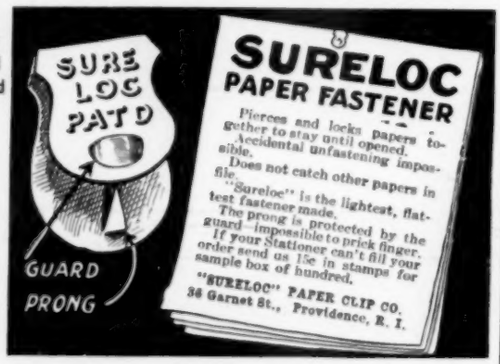
FREE Samples Sent on Request.
Discounts to Dealers.
R. A. SIMONSON & CO.
122 S. Michigan Ave., CHICAGO

Either Agency or Price Protection Proposition
KEYSTONE CARBONS
AMITY RIBBONS
For All Purposes.
R. A. BECK, GENERAL SALES AGENT
727 South Dearborn Street, CHICAGO
New York, New Orleans, Los Angeles

This is the New Patented Perfected Paper Clip.

See Adv. in System.

Order NOW.



Special Discount to the Trade

Sample 25c Postpaid

Big Profit to Dealers

The only brush that will clean all parts of machines. Small end cleans type, large end cleans in between keys, under carriage, the type rods and all hard-to-get-at places. For typewriter, billing and adding machines it cannot be beat. Total length 14 inches. All bristles.

Adopted by Business and Public Schools, Public Institutions, Hospitals, U. S. Government and City Departments and the Largest Concerns in the Country.

If you use any quantity of wire twisted brushes, send samples and our prices will be interesting

CLEANALL TYPEWRITER BRUSH CO. Mfg. of Wire Twisted Brushes, 946 TELLER AVE., NEW YORK

LOOSE I-P LEAF

BOOKS and FORMS
Acknowledged the Best

Irving - Pitt Manufacturing Co.
Kansas City Missouri

PENS AND PENCILS

Boston, Mass.

The Parker Pen Company, 163 Oliver street, has recently added a number of men to its sales force. These gentlemen include W. W. Olpin, who will cover the Middle West and F. A. Garth, and J. E. Maddox, who will take care of the business in the southern states.

Boston, Mass.

Allen Fraser, heretofore in the employ of the W. B. Clarke Company, has associated himself with the Boston Fountain Pen Company at 319 Washington street.

New York, N. Y.

B. F. Coulson has been succeeded as manager of the New York office of the Sheaffer Pen Company by Arthur L. Kugel, a former representative of the Parker Pen Company. Mr. Coulson, who is vice-president of the Sheaffer Pen Company, resigned his position as New York manager on account of ill health. He left on October 1 for his former home in St. Louis, where he will take a much needed rest. Mr. Coulson retains his interest in the company, as well as his official connection with it.

* * *

The sympathy of the trade is extended to William I. Halsey, manager of the New York office of the Esterbrook Steel Pen Manufacturing Company, who recently lost his son, Gilbert, by infantile paralysis. The boy was sixteen years of age.

* * *

At the tournament of the Metropolitan Advertising Golf Association recently on the Siwanoy Course at Mt. Vernon, N. Y., F. P. Seymour, advertising and sales manager of the L. E. Waterman Company, won second prize with a net score of 78.

* * *

It is reported that the Diamond Point Pen Company, 39 West Nineteenth street, has filed schedules in bankruptcy showing liabilities of $47,933 and assets of $11,500.

St. Louis, Mo.

The De Luxe Sales Company of Missouri has been organized to do a general fountain pen, pen and ink business with a capital stock of $25,000, fully paid. J. E. Bishop, C. R. Crockwell, Otto E. Sonnenberg and Charles A. Thompson are among the incorporators, holding one share each. Another incorporator is D. S. Lander of Chicago, Ill., who holds 2,496 shares.

San Francisco, Cal.

Geo. Reindell, representing the Eagle Pencil Company, was a recent visitor to the local trade.

* * *

Larger quarters are being fitted up on the second floor of the Monadnock building by Angy Thomas, Pacific Coast manager for Eberhard Faber, so he can show the line to better advantage.

* * *

Chas. E. Wehn of the local office of the Joseph Dixon Crucible Company is back on duty, after a hunting expedition.

Steel for Profit and Prestige

Uhl Art Steel Furniture pays you, the dealer, because it pays the consumer. When an office or factory manager discovers that Uhl Art Steel Furniture increases output, stands constant usage without becoming loose-jointed or shaky, and is the last word in convenience, he wants it himself and recommends it to others. It's a proposition that proves profitable two ways.

"The Quality Is Higher Than the Price" **UHL ART STEEL** Everlasting Office and Factory Furniture

Typewriter Table Cabinets, "Little Dandy" Typewriter Stands, Catalog Stands, Typewriter Chairs, Bookkeepers' Stools, Factory Stools and Tool Trays, Factory Dining Room Tables and Chairs. Convenient, Unbreakable and Durable. You sell them under guarantee and on 15 days' trial. We are building the demand. Be ready to supply it and reap the profit. Carry a small stock and see how quickly it will move.

CLOSED

15 Days Free Trial

to your trade sells them readily.

OPEN

Affords as much room as any Typewriter desk. Closed takes only 4 sq. ft. floor space

Write for Booklet

Get our new proposition and full details about our new and effective advertising campaign. Write now.

The Toledo Metal Furniture Company

2677 Dorr St. Toledo, Ohio

MODEL NO. 8

BLICKENSDERFER TYPEWRITERS

VISIBLE WRITING — LIGHT ACTION

INTERCHANGEABLE TYPE — BACK SPACER

Equipped With Decimal Tabulator for Which no Charge Is Made.
SEND FOR CATALOG THIRTY-TWO

The Blickensderfer Mfg. Co.

Stamford, Conn.

A Broader Field for Sales

is assured the dealer who handles Imperial Desks. They retail at prices within the reach of all who use office desks.

In appearance, materials, and workmanship you can get no better values than you will find in the various grades of the Imperial Line.

Our catalogue is a valuable pointer to profit. Write for it today.

IMPERIAL DESK CO., Evansville, Ind.

GOOD EQUIPMENT

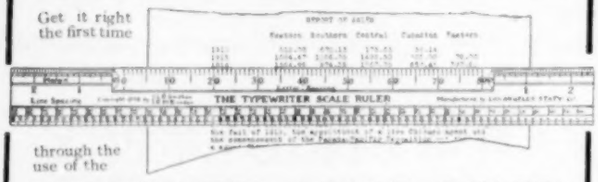
is the basis of all preparedness and, because of the accessibility of his data, the salesman who carries the Handy Portfolio is ready for any question a buyer can ask. Not only that—he can back up his own hot shot to best effect if he has the printed proof where it is instantly obtainable. The Handy Portfolio takes better care of its contents than a band box could; it is made in a variety of styles, to suit every requirement. Write us today giving details of your sales equipment and we will send you our book "PORTFOLIOS."

The Cleveland Leather Goods Company

24 Noble Court, N. W. Cleveland, Ohio, U. S. A.

DON'T REWRITE

Get it right the first time



through the use of the

TYPEWRITER SCALE RULER

This device will count the letters and spaces in the typewriter language. It places tabulator stops and sets margins. It centers lines or groups of line. It counts names in lists and checks legal copies.

AGENTS This marvelous new specialty has an immediate appeal for stenographers, business college students, copyists, multigraphers and printers. Exclusive territory open. Good profit margin. **Price fifty cents each.**

LOS ANGELES STATIONERY CO., 848-850 So. Hill St., Los Angeles, Cal.

USERS—If your dealer does not handle this device, write us direct.

After Competitive Tests

20 SEALOGRAPHS

Purchased IN ONE ORDER by

FORD MOTOR CO.

This is ONLY ONE of hundreds of instances of

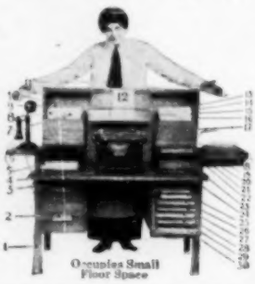
Sealograph Superiority

Seals envelopes of all sizes without adjustment.
SOLD ONLY after SATISFACTORY TRIAL.
Practically every trial results in a sale.
Progressive concerns everywhere use the Sealograph because it INCREASES EFFICIENCY and REDUCES EXPENSE.
SPECIAL PROPOSITION to DEALERS and AGENTS.
Interesting profits for LIVE SALESMEN—INVESTIGATE

SEALOGRAPH CO., 521 Southwest Blvd., KANSAS CITY, MO.

THE SHORTEST TIME

between the first outline in the notebook and the last tap of the typewriter depends upon something besides "speed and accuracy" in typewriting.



The Byron Typewriter Cabinet

provides for a scientific arrangement of tools and material — an important feature when stenographic efficiency is considered.

DEALERS Write for catalog showing entire line of Byron Typewriter Cabinets and Tables. Your customers will find it interesting.

Byron Typewriter Cabinet Company
33 Washington Ave.,
Mt. Clemens, Michigan, U. S. A

LOOSE LEAF

Buffalo, N. Y.

The Kalamazoo Loose Leaf Binder Company has recently opened selling and service offices in western New York, under the direction of Wetmore & Silvernail, with headquarters in Room 1052, Ellicott Square, Buffalo, and in Room 4, Triangle building, Rochester. Present users of Kalamazoo devices are invited to make use of these service stations. Those who are not familiar with this very practical line of recording and accounting devices would do well to have it demonstrated.

Chicago, Ill.

During the past month H. H. Spurlock, middle-western representative of the Wilson-Jones Loose Leaf Company, Chicago and New York, has completed a most successful trip through Kansas and Missouri. Mr. Spurlock was in Kansas City at the time of the National Convention of the American Bankers' Association and found the visiting bankers much interested in the possibilities of the De Luxe Tray Binder in connection with ledger posting machines. Mr. Spurlock is visiting the trade in Nebraska and North and South Dakota this month.

New York, N. Y.

Geo. R. Whitney, eastern representative of the Wilson-Jones Loose Leaf Company, Chicago and New York, is just back from a trip to points in Eastern Canada. He found Canadian stationers enthusiastic over the possibilities of the new "400" Line De Luxe Price Books, recently placed on the market by the Wilson-Jones organization. Mr. Whitney is spending the first half of October among Pennsylvania stationers.

San Francisco, Cal.

C. E. Harmon, formerly New England representative of the Sam'l C. Tatum Company, Cincinnati, has been transferred to the Pacific Coast as the company's western representative, with headquarters in San Francisco. Mr Harmon was in the manufacturing business for several years before connecting himself with the Tatum company, in whose employ he has been for a number of years. Having had both factory and selling experience, he is particularly well qualified to care for the trade on the coast, and dealers will find him well posted and of considerable assistance to them in handling the difficult problems which arise in the conduct of a stationery business. He recently left over the northern route to his new field, calling on the trade in the northwestern part of the United States on his way to the coast.

* * *

The McBride Ledger Manufacturing Company, 742 Market street, is having a satisfactory business on the specialties manufactured by the concern. This company makes specialties for accounting systems, especially for expert accountants, and also duplicating sales books. The goods are manufactured both in San Francisco and Sturgis, Mich. G. McBride, the manager, has adopted a rigid policy of sticking to the special products by which the company has gained its reputation and he does not come into competition with any other concern.

Thirty-Three Years Making Fine Cabinets "On The Banks of the Wabash"

If you were commissioned to buy some good filing cabinets and had no knowledge of the Wabash Line, wouldn't this statement made by a responsible factory, tell a wonderfully convincing story? And when you learned that this factory in the past few years, had added many thousand feet of floor space in new factory buildings; that among their customers are many of the world's largest dealers, you would not be surprised to find their products beyond comparison as to material, workmanship and finish, nor disappointed in finding prices no higher.

Wabash Products are sold through responsible dealers only. We are a prosperous family. Send in your request for exclusive territory. We'll tell you all about it.

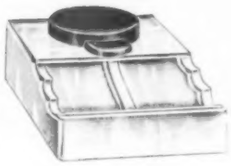
There are still a few desirable locations in this and foreign countries in which we will give the exclusive sale of our goods to responsible dealers.

The Wabash Cabinet Co.

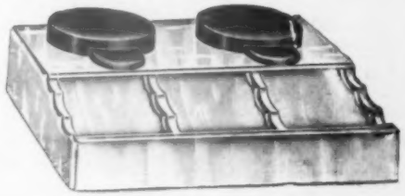
Main Salesrooms. Executive Offices and Factories

Established 1883 **Wabash, Indiana**

Manufacturers of highest quality filing cabinets, systems and supplies for Filing cabinets.



"GEM" INKSTANDS



(Pat. Nov. 5, 1912)
No. 50 Each **$0.50**

(Pat. Nov. 5, 1912)
No. 100. Each **$1.00**

With Combination Pen and Rack and Tray — New in Design and Construction — Made on new lines
Keeps the ink clean and fresh — Always inks the pen just right — Cover is provided with stops and cannot stick
Cover has depending flange within the reservoir which holds it firmly in place

Write for Trade Discount and Catalog of Complete "Gem" Line

CUSHMAN & DENISON MFG. CO., 240-242 WEST 23d STREET NEW YORK

Common Sense Typewriter Desks

Built on principles of recognized merit. No freakish experiments

Also Roll Tops, Flat Tops and Standing Desks

Manufactured by

Bentley & Gerwig Furniture Company
PARKERSBURG W. VA.

HOLD ON

—that's what VISE CLIPS do, more effectively than any clip known. VISE CLIPS grip both ways; do not tear papers or pull off when the page is turned back.

Each one can be used many times.

In three sizes. This is "No. 3"

VISE CLIPS are made in three sizes. Cut shows No. 3, the largest.

Graffco TRADE MARK REG. U.S. PAT. OFF. **VISE CLIPS are made of flat-rolled Bessemer steel with a patent "grip" that holds papers tight.**

Samples sent on request. Made solely by

GEORGE B. GRAFF CO., 294 Washington St., Boston, Mass.

Mfrs. of Graffco Vise Signals and Index Tabs

Pat. Appl'd For

"CLIMAX"

Square Top PAPER CLIPS

Send for your sample. Compare the Grip, Quality, Neat Packing, etc., with any other clip. You will order the "CLIMAX." Note these prices:

Packed 10,000 to Box. F. O. B. Buffalo

10,000	17c per 1,000
50,000	13c per 1,000
100,000	10c per 1,000
500,000	9c per 1,000
1,000,000	8c per 1,000

BUFFALO AUTOMATIC MFG. CO.
457 Washington Street BUFFALO, N. Y.

Just to remind you

of the fact that profit for you and permanent satisfaction for your customers lie in

Summit, Apex, and Cyclo

BRANDS OF

Typewriter Ribbons and Carbon Paper

and that we shall be glad to prove our contentions if you will but make the request.

No live dealer ever fails to investigate a proposition which promises permanent profits. There is no reason, is there, why you should not write us immediately?

UNION RIBBON & CARBON COMPANY

Main Office and Factory: Front and Laurel Sts., PHILADELPHIA

The New Daisy Waste Basket

No. 55C is a neat, attractive, durable basket 12 inches high by 12 inches in diameter. It is finished in bright copper and will be a popular article for the holiday trade. It is an excellent basket for stenographic departments or salesmen's desks where there is not much scrap paper. Stationers will sell a large number of these baskets this season and they will find them bringing repeat orders. No. 55C is packed a dozen to the carton and sold to retail at 50c. Write for dealers' prices and discounts.

No. 55C

The Massillon Wire Basket Co.

MANUFACTURERS

Massillon Ohio, U. S. A.

FURNITURE

Chicago, Ill.

The house of Mead & Wheeler are about to move from their present location to the third floor of the building at No. 35 South Wabash avenue. Here they will have 35,000 square feet of floor space which will be elaborately fitted up. They will retain their present warehouse facilities.

Cincinnati, Ohio.

The Macey Hall Company was recently organized and has opened a store at 548 Main street. It will handle office furniture, stationery, etc.

Grand Rapids, Mich.

It is reported that Frank R. Kelly has resigned from his position as sales manager of the Macey Company, to handle the New England territory of the Esco Manufacturing Company of Detroit.

Marietta, Ohio.

The Safe-Cabinet Company has just installed in the chamber of the city council of that city a cabinet 6 feet 10 inches in height and weighing 1,900 pounds. This cabinet is for the preservation of council records and papers.

Muskegon, Mich.

It is stated that Bert Ketchum has been made advertising manager of the Shaw-Walker Company.

Rochester, N. Y.

The Yawman & Erbe Manufacturing Company has recently appointed the following new agents. Those representing the entire line of the company's products are: Ferd. Levi Stationery Company, Monroe, La.; McNeel Stationery Company, Baton Rouge, La.; Western Bank Supply Company, Tulsa, Okla.; Don M. Burton Company, Lima, Ohio; Cobean Stationery Shop, Roswell, New Mexico; Chas. V. Smith, Binghamton, N. Y.; Lonsberg Book & Music House, Albany, Ga.; Wilson H. Lee Company, Waterbury, Conn.; Florida Office Supply Company, Tampa, Fla.; Office Supply Company, Texarkana, Ark. Those already representing the wood devices who have taken over the steel line are as follows: Pack Square Book Company, Asheville, N. C.; Thatcher & Kling, Lewiston, Idaho; Medford Book Store, Medford, Ore.; Berkemeyer, Keck & Co., Allentown, Pa.; Griggs Stationery & Printing Company, Bellingham, Wash.

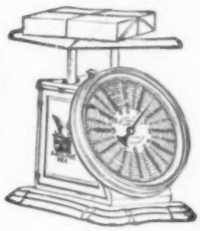
San Francisco, Cal.

H. T. Sheriff, formerly with the San Francisco News Bureau, is now on the force af the Library Bureau. Mr. Wentworth, the manager of Wentworth & Co., states that the demand for loose leaf goods and office furniture is holding up normally for this time of the year.

* * *

The C. H. Jenkins Company has almost developed into a special agency for supplying safes to steamship companies. A number of Meilink filing safes have already been supplied for new ships constructed at the Union Iron Works, and now a safe of the largest kind has just been delivered to the San Francisco & Hongkong Steamship Company for their offices in the Hobart building. This steamship company is entering the Oriental trade which has proved so profitable since the commencement of the war in Europe.

"PELOUZE" POSTAL SCALES



Mail and Express..16 lbs.
Commercial.....12 lbs.
U. S..... 4 lbs.
Victor.....1½ lbs.

are scientifically made. They show exact weight in ounces, also cost in cents on all classes of mail matter.

Banks and large business houses use

"Pelouze" Scales

because of their accuracy, reliability and durability.

Made in several styles. **"Pelouze" Postal Scales** are ready sellers. All the best dealers sell them. Write today for catalog.

PELOUZE MANUFACTURING CO.
232-242 E. Ohio Street, Chicago, Ill.

National..... 4 lbs.
Union .....2½ lbs.
Columbian ..... 2 lbs.
Star ..... 1 lb.
Crescent ..... 1 lb.

The Opportunity

Rebuilt Guaranteed No. 4 Underwoods Always ready to ship———at your command. Lowest prices—best rebuilt

General Typewriter Exchange
Incorporated
70 Washington St. BROOKLYN, N. Y.

Wholesale Only

AWARDED GOLD MEDAL

Van Dyke Erasers - No. 6000

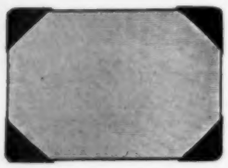
LIGHT PINK COLOR—SOFT AND PLIABLE.
Made in 10 sizes, viz.: 4, 8, 12, 16, 20, 24, 30, 40, 60, 72 pieces to the box.

Eberhard Faber, New York

Awarded Grand Prize and Two Gold Medals for Lead Pencils, Penholders, Rubber Bands and Rubber Erasers at the Panama-Pacific Exposition.

Oldest Pencil Factory in America.

Desk Pads



We are manufacturers for over a quarter of a century and we

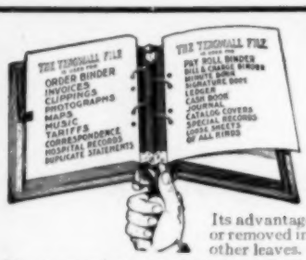
Know how to make Desk Pads

SIXTY STYLES — ALL SIZES — PRICES RIGHT

Tell us what kind of Desk Pads you are interested in and we will gladly quote prices and send samples if you wish—*Or*—Order a small quantity to try us out.

L. Sainberg, 65-7 W. Houston St., New York City

Also Mfrs. of Elsane Card Index Cabinets. Ask for circulars and discounts



THE Tengwall

REG. U.S. PAT. OFF.

FILE

Bind your correspondence and loose-leaf accounting forms in the Tengwall File.

Its advantage is that a leaf may be inserted or removed instantly without disturbing the other leaves.

We are manufacturers of LOOSE LEAF LEDGER BINDERS—SECTIONAL POST BINDERS—Solid Post Binders, SPRING HOLDERS, Bills of Lading, Order Systems, Bill and Charge Blanks, Purchase Order Systems, Monthly Billing Systems, Combined Cash and Journals, Pay Roll, Leaves, Inventory Sheets, Voucher Records, Manifold Books, Bank Statements, Accounts Payable Systems, Indexes, Etc., Etc. Ask for Catalog.

THE TENGWALL COMPANY

2952 Sheffield Ave., Chicago **109 Broadway, New York**

TRINITY CARBONS AND RIBBONS

LET US SELL YOU SOME

CARBON PAPER SERVICE

A two cent stamp will get us together.

Standard Carbon & Ribbon Co., Inc.

New York City

Business as Usual During Alterations to Map of Europe

THE ADAMS IDEAL BOOK AND KEY RING

The ring of unlimited uses, the simplest, quickest operated and most satisfactory ring ever invented for perforated sheets and binders of all sorts. Allows the sheets or binder to lie perfectly flat, when opened at any point. This ring is also one of the very best key rings on the market. It will allow one to take off a key in a jiffy and this feature is something which has been overlooked in all the other key rings now made. Beware of imitations. Our goods are handled by leading stationers. If you do not carry them, write us at once. Order through your jobber. Manufactured by

HENRY T. ADAMS, 6872 South Chicago Ave., Chicago, U.S.A.

RIBBONS AND CARBONS

Chicago, Ill.

More than one of the agencies for big typewriter ribbon and carbon paper houses are hustling for supplies now. It is said that there is an acute shortage of the kind of paper required to make carbon papers, and that, indeed, this shortage is more acute than that of the colors, which themselves are scarce and command fabulous prices in several of the standard colors.

* * *

F. W. Neely, of the F. W. Neely Company, 506 South Dearborn street, is on an extensive trip to the larger cities of the West and Southwest in the interests of "Buck-Skin" typewriter ribbons and carbon paper.

Los Angeles, Cal.

The typewriter supplies and rebuilt typewriter department of the Office Equipment Sales Company of Los Angeles has been placed in charge of L. D. Horrigan, a typewriter man of much experience and widely known on the Pacific Coast.

New York, N. Y.

One of the most effective small displays shown recently in New York City is that of the Royal Ribbon & Carbon Company of 26 Broadway, who are exhibiting a number of check writing machines in connection with reproductions of raised checks. These are photographic reproductions showing how checks for small sums have been raised to much greater amounts in those cases where the checks are unprotected by the use of the check protecting machine. The exhibit attracted much attention from the passersby.

Paris, France.

M. Antony Roux, 13, Rue Monsigny, has been nominated by the French customs department as expert in the department of typewriter ribbons and carbon paper. In his new position it becomes his duty to determine whether or not the ribbons and carbon papers imported into France have been actually produced in the country which is claimed as their origin. M. Roux is president of the Chambre Syndicate de la Mécanographie, the leading association of typewriter men in France—in fact, the one national organization of typewriter men in the country. Readers of Office Appliances will recall that he has contributed his views on the French situation from time to time in this magazine. He is a keen, analytical thinker and a forceful writer.

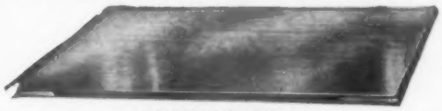
San Francisco, Cal.

R. A. Stone of the Stone Typewriter Company is trying out a new car—a seven-passenger Cole. He is spending a vacation at his ranch at Monte Rio and taking numerous trips about the country.

* * *

W. G. Barnes recently returned to San Francisco from a trip to Los Angeles and other California cities. Mr. Barnes is manager of the San Francisco office of Mittag & Volger, Inc. This company now carries on the Pacific Coast an extensive stock sufficient for immediate deliveries.

POLAR PRACTICAL OFFICE ARTICLES SELL QUICKLY



GLASS DESK PAD
No. 0—15x18. No. 1—18x24. No. 2—20x34.

CENTER DESK DRAWER TRAY
For Assorting Pins, Clips, Rubber Bands, Etc.

At Liberal Profits

Every Dealer Should Keep Posted at All Times About Our Entire Line. New Items Are Being Added Continually.

Some of our other practical office articles which all dealers should know about.

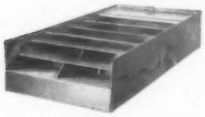
Polar Desk Calendar.
" Pocket Index Card Cases.
" Cut Glass Paper Weights and Trays.
" Side Desk Drawer Tray.
" Paper Weight and Memo Pad.
" Penknife and Ink Eraser Blade.
" Signature Blotter Book.
" Valuable Paper Wallet.
" Furniture Top Protectors.
" Typewriter Shock Absorber Pad.
" Felt Mats.

A Liberal Discount to The Trade.
Dealers write for complete information

DESK REMINDER

Polar Manufacturing Co., 101-103-105-107 No. Marshall Street, **Philadelphia, Pa.**

SAVES TIME—KEEPS STATIONERY CLEAN
STANDARD VIKING ALL-STEEL STATIONERY FILE



Fits the desk drawer or used alone with metal cover. File holds envelopes, legal and letter, half letter, carbon copy, billing paper, and stamp box. Trays hold longest paper 14 inches, with Patent adjustable stops for shortening. Size, 9x3¾x19 inches. **Price $5.00,** with Metal Cover add **$1.00** extra. Order today.

New dealers offer. Beware of imitations. Patents by

VIKING SALES CO., MINNEAPOLIS, MINN.

MAP TACKS

Cloth covered Heads in two sizes and thirty-three Colors. Dealers interested send for samples. We specialize on Maps and appliances for Maps. Send for catalogue

JOHN W. ILIFF & COMPANY
352 N. Michigan Avenue Chicago

EASY FASTENER

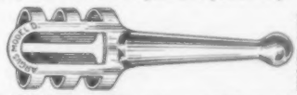
Samples and prices free upon request.

SIMPLE and EFFECTIVE
for fastening letters, orders, invoices, deposit slips and other papers. It is easy to use and holds papers firmly without possibility of slipping. Used constantly by concerns who capitalize the importance of simplicity and system.

EASY FASTENER CO., Candler Bldg., Atlanta, Ga.

"ARGUS" PEN AND PENCIL CLIP

Try our new model pen and pencil clip. Cheapest clip with ball point. Made in two sizes, from rust-proof spring brass, nickel plated and highly finished. Will fit any size fountain pen and pencil. Write for prices.



ARGUS MFG. CO., 128 S. Honore St., Chicago, Ill.

SLIGHTLY USED
MULTIGRAPHS At 1-3 COST

Guaranteed for Two Years

RUSSELL E. BAUM, Bourse Bldg., Phila., Pa.

Ribbons and Carbon Paper

Our aim is to get new accounts, not with the object of getting all we can during the European struggle, but with the aim of keeping these accounts for years to come. Therefore our prices are the same.

You will find our product as good as the best. Write us your requirements and we will mail samples and prices.

APTER BROTHERS MFG. CO.
412 So. 5th Avenue CHICAGO, ILL.

GOLD PENS -- All Shapes and Styles

Imprint Work a Specialty

Prompt Repair Service

All makes Gold, Fountain, Stylographic Pens. Pencil Cases perfectly repaired and returned day received. Satisfaction guaranteed.

GAYDOUL GOLD PEN CO., Inc., 56 John St., New York

The Automatic Card Press

has demonstrated to many purchasers its profitable operation on card printing

DON'T Lose Money. DON'T

tie up large presses on small work. Install our hand or power Automatic Self-Feeding Card Printing Press. It prints 100 per minute, 6,000 per hour, perfect register for color work. Prints cards in sizes ½ x 2 inches up to and including 3½ x 5½ inches, and from 2-ply up. Let us send you our free booklet No. 8. Supply houses, get our trade discounts. **S. B. FEUERSTEIN & CO.**

Patentees & Mfrs., 542 W. Jackson Blvd., Chicago

A PERFECT WORKING DEVICE

The McM. Push Button Binder

"It works like an electric switch"

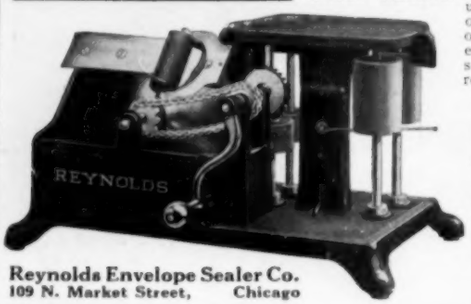
Solid or Sectional Posts—Interchangeable
Any Binding Style—Any Size

Ask your dealer or write to

McMillan Book Co., Syracuse, N.Y.

DEALERS SELL THE REYNOLDS

ENVELOPE SEALER because it is so simple and durable it makes them the best profit and the most friends. Hundreds have been in use five years or more without a cent of expense for supplies or repairs.



PRICE **$35**

Size 7x8x14 inches Weight 21 pounds. No adjustments.

Reynolds Envelope Sealer Co.
109 N. Market Street, Chicago

85c

Why Is the PEERLESS the BEST moistener?

Ask any user—Marshall Field & Co., John M. Smyth & Co. and thousands of others—and they will tell you that we have the BEST article of its kind on the market to-day.

Patented Nov. 22, 1904
Patented June 16, 1915

Simple, Useful and Economical

Used for moistening stamps, envelopes, labels and fingers in handling currency. Foreign business given careful attention. Advertising matter sent in Spanish if desired.

Write for particulars. Sample sent on approva..

PEERLESS MOISTENER COMPANY
838 S. Claremont Avenue Chicago, Ill.

We have been compelled to raise the retail price to 85c on account of the rise in the cost of metals.

The "Anco" Pen and Pencil Clip

High quality—low price. Made in one piece of spring steel, ball point, heavily nickeled and highly polished. Write for prices

The Ansonia Novelty Co., Ansonia, Conn.

HIGHEST EFFICIENCY
IN THE DISTRIBUTION OF YOUR CORRESPONDENCE
CAN BE OBTAINED
BY USING
The Bristow Radial Distributor

MODEL 8 PRICE $5.00
Clears the Desk of Baskets and Trays

The above cut illustrates our Model 8 Distributor when fully set up. Any number of compartments less than eight are obtained by leaving out some of the partitions, all of which are removable or insertable at will. Size of base, 12 in. x 6½ in. x 3½ in. All metal construction—finely finished.

An Indispensable Feature of Every Well Equipped Office

If the size shown above is not suited to your needs send for our circular illustrating the other sizes.

Liberal proposition to dealers and office outfitters.

FREDERICK BRISTOW
54 Lawrence St., Newark, N. J.

CATALOGUES

An excellent catalogue of metal furniture specialties is that of the Ideal Metallic Furniture Company of Detroit, Mich., just received. This catalogue is printed on high calendered stock with a double cover and embossed title designs in brown and gold. In the introduction the company states that the matter of sanitary methods and appliances has reached such proportions as to awaken the interest of the entire country. The clothes-press and other like appliances have identified themselves as unsanitary, but in the use of the exposed rack and costumer, fresh air is permitted to circulate through the wearing apparel, freeing it of dampness and germ life. The catalogue illustrates a full line of metal costumers both in solid brass and welded steel tubing, also lines of brass bound French plate mirrors on brass standards, both oval and rectangular; manicure tables, eye mirrors in connection with costumers, wall racks, wall hooks, plate glass or opalite shelves, brackets, umbrella stands, side tables, invalid tables, Cheval glasses, triplicate mirrors, cloak racks, display racks, and numerous articles of a useful character for the home and office.

* * *

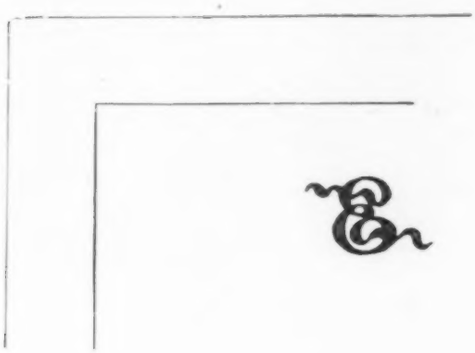
S. Fukui & Co., No. 12 Hirano-Machi, Nichome, Osaka, Japan, have favored us with an eighty page export catalogue of stationery, printed in Japanese, Chinese, English and Malay. This catalogue is handsomely illustrated with cuts of the various staple stationery lines, both plain and in colors, and reflects excellent care in its preparation as well as credit upon the skill of the printer who produced the book. We observe numerous lines listed which are familiar to American readers, and some which are not so familiar but which are peculiarly oriental in their idea and design. Some of these articles would doubtless find a sale in this country were they offered.

* * *

The A. B. Dick Company has issued a splendid manual explaining in detail the operation of the mimeograph and the mimeoscope. This is designed especially for owners and operators of these machines. The manual contains ninety-six pages, bound in double limp covers, and gives explicit directions with copious halftone illustrations concerning the use of the Dick machines, outlining in detail both in text and illustration all of the mechanical details it is necessary for the operator to know, and explaining the method of operation step by step. This manual should be in the hands of every operator of an Edison-Dick mimeograph.

* * *

The Milwaukee Chair Company, Milwaukee, Wis., has issued a revised price list, No. 52, under date of October 1, 1916. All prices on this list are subject to 50 per cent discount to dealers. The list is, of course, complete in every detail and should prove a valuable aid to dealers in office chairs.

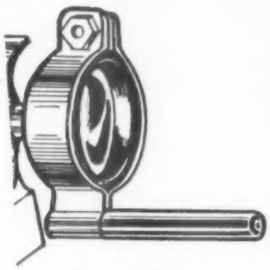


PANELED ILLUMINATED INITIAL

A dainty white box, containing 24 gold edged sheets, with sunken panel, or 24 gold edged correspondence cards with sunken panel, stamped with any initial in the style illustrated herewith in gold with blue illuminated background, and 24 envelopes to match, neatly packed with tissue and silk tie, is a true pledge to the receiver of the beautiful gift it contains.

BUNDE & UPMEYER CO. Milwaukee, Wis.

Turn E-Z



Patent Applied for

Clamps to platen knob.

With one motion of Turn E-Z a complete revolution of the platen is possible.

Great for filling in and for addressing envelopes.

Saves sore thumbs. Saves time and produces more work.

Established Dealers wanted. Write for offer.

THORP & MARTIN TYPEWRITER CO.

ESTABLISHED 23 YEARS

Boston, Mass., U. S. A.

Are You Getting Your Share

of this Special Loose Leaf Business? Your own city council does or should keep their records in the

BARRETT
Congressional Binder

It is used by legislatures, city councils, and other deliberative bodies for filing records of proceedings quickly and in readily-accessible form.

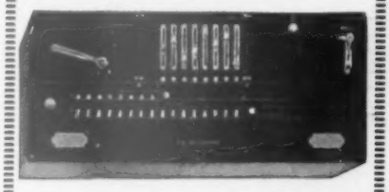
Many attorneys keep the records of their more important cases in the Barrett Congressional Binder. Its open back gives unlimited capacity.

The Barrett Congressional Binder has unlimited capacity and is furnished in all sizes and finishes. The trade discount on this binder makes selling it well worth your while. Our free bulletin will tell you more. Send for it.

THE BARRETT BINDERY CO.
726 Federal St., Chicago, Ill.

The Chance

for error in calculations and the loss of money consequent upon such errors constitute a very good reason for your looking into the merits of a machine which practically eliminates mistakes in figuring.



The Millionaire Calculator performs all manner of mathematical problems with the mere setting of the figures in the machine and moving a button to indicate the operation. It carries calculation as far into the field of the mechanical as is possible. It is more than a mere adding machine—it is a mechanical calculator which can solve your problems, probably in much shorter time than you thought they could be solved.

We'll make a demonstration or mail our booklet at your request.

W. A. MORSCHHAUSER
1 Madison Avenue NEW YORK, N. Y.

Dixon's Eternal
Medium Soft

Dixon's Endurance
Medium Hard

We are still in a position to supply the Trade with LIMITED quantities of our popular Copying Pencils—and in the same genuine quality which has always characterized them.

Made in JERSEY CITY, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY

ESTABLISHED 1827

Dixon's 2072
Medium Soft

Dixon's Dupligraph
Medium Hard

XMAS

GREETINGS The tendency of Business is to inject more of sentiment into it. Our plan of Business or Personal Greetings enables you to secure these at a moderate cost. Look over our samples but do it now.

The American Embossing Co.
BUFFALO, N. Y.

HOLIDAY GIFTS

Stationers offer suitable gifts for their customers and dress up their store by selling the Jordan line. A few are: MY CHRISTMAS BOOK, A GIRL'S PARTY BOOK, BIRTHDAYS, MOVIE MEMORIES. All Green and Brown Ooze Leather, 5¼x8 ins., Boxed $1.50. GUEST BOOK, Blue and Lavender Cloth, Boxed $1.50. Send for Jordan Catalog.

JORDAN & COMPANY
Publishers
209 S. State St., CHICAGO

HIGGINS

- **Drawing Inks, Blacks and Colors**
- **Eternal Writing Ink**
- **Engrossing Ink**
- **Taurine Mucilage**
- **Photo Mounter Paste**
- **Drawing Board and Library Mucilage**
- **Office Paste**
- **Liquid Paste**
- **Vegetable Glue, etc., etc.**

Strictly Original Goods of the Highest Grade Only.

Show Cards, Color Cards and Imprinted Matter Supplied to the Trade. Discounts and Trade Prices give good profits.

Consumers, emancipate yourselves from the use of corrosive and Ill-smelling inks and adhesives and adopt the **Higgins' Inks and Adhesives.** They will be a revelation to you.

We protect the trade by referring all orders and inquiries thereto.

CHAS. M. HIGGINS & CO., Originators and Manufacturers Refined Inks and Adhesives
Main Office and Factory, Brooklyn, N. Y., U. S. A. New York-Chicago-London

We are Manufacturers of
CLOTH INDEX TABS
and make a very complete line suitable for retailing in stationery stores. Moderate price. Good margin to stationers. Write for our latest sample card and discounts.
THE PRUDON SPECIALTY MFG. CO.,
921 Dermott St., North Bergen, N. J.

Let the Moore Push-Pin Girl Sell For You

This clever little sales girl, appearing in leading magazines, is creating a wonderful demand everywhere, and big profits for you.

We will send one for your Counter FREE.

No 1 **Moore Push-Pins**
Glass Heads, Steel Points

Moore Push-less Hangers
The Hanger with the Twist

Our advertising appropriation has been increased many thousands of dollars to quickly move these popular and profitable Moore Push devices.
Sold in handy 10c packets.
Free samples, Booklets. Prices on Request.

Moore Push-Pin Co., 121 BERKLEY ST. PHILADELPHIA, PA.

HOUSE ORGANS

The September number of "Demonstration," the organ of the L. C. Smith & Bros. Typewriter Company, contains rather more than the usual amount of interesting material. W. J. Derby contributes the principal article on "Making Excuses," a valuable bit of advice to those who are inclined to try to make progress in this manner. Winifred Sackwell Stoner, author of "Natural Education," Wilmington, N. C., contributes an article on "Preparing Children for College with Three Tools," these tools being a typewriter, a dictionary and the book of Knowledge. News from the various cities gives evidence of the energy with which the propaganda for the L. C. Smith is being conducted by the various branch offices throughout the country.

* * *

We are glad to greet the Oliver Bulletin again. The Bulletin for September 10 is at hand, with a full page of greetings to the Oliver organization signed by Lawrence Williams, president of the Oliver Typewriter Company. This issue of the Bulletin contains an article on "An Agent's Opportunity," a valuable article on demonstration, a poem entitled "Dat Oliver Man," and several other articles of interest and point. Three striking window displays are illustrated which attract attention through the impressive up-to-date appeal of the signs in each window. These windows have been successful and demonstrate the effect of applying popular expressions to arrest the attention of the passer-by.

* * *

"Steel Filings" is one of the brightest of the clever publications of the Art Metal Construction Company of Jamestown, N. Y. The latest number, that for October, bears a most attractive cover and is a live, interesting issue in every respect. It contains some valuable articles on fire prevention, and gives some advertising aids, showing how prominent dealers advertise their Art Metal lines. An interesting feature of this issue is a series of pictures showing typical Art Metal installations on the island of Hawaii. Some interesting news of Art Metal men, with illustrations, cartoons, etc., completes a very creditable number.

* * *

The Corona Bulletin for September contains an unusually handsome cover design picturing "A Glimpse of the Grand Canyon of the Colorado" in all its prismatic colors. The frontispiece shows the site of the new Corona factory building as it appeared on September 1. The first article is an account of why America's first motor battery found it necessary to take along a Corona typewriter. An interesting illustration is presented on page 9, showing Count de Beaufort using a Corona typewriter on the field in France.

* * *

The September number of The "Y and E" Idea contains the usual number of interesting articles from salesmen on selling filing devices. The leading article is by Sales Manager Charles Slemin and is entitled "Getting Business on Ledger Posting Machine Outfits—Specifications, etc."

"K.B." BLANKS

FOR BONDS AND STOCK CERTIFICATES

SECURITIES AND ALL PAPERS OF VALUE

KIRN BROTHERS BANK NOTE ENGRAVERS

99-103 BEEKMAN STREET, NEW YORK CITY

CORPORATE SEALS POCKET NOTARY

RUBBER STAMPS STEEL STAMPS

We Manufacture

SEALS, STENCILS, BADGES, Rubber and Steel STAMPS, METAL CHECKS POCKET COINS BRASS SIGNS

KEY CHECKS

NUMBERING MACHINES

BAGGAGE CHECKS

BADGES STENCILS TRADE CHECKS

FOR SALE — MEYER & WENTHE 108 N. DEARBORN ST.

MEYER & WENTHE

STORE: 108 N. DEARBORN ST. CHICAGO

FACTORY: 24 to 30 S. JEFFERSON ST.

Here's the Secret

THE COLLAPSIBLE tube is the accepted modern container for liquids and pastes of all kinds. Keller's Elastic Spreader Tube is the most convenient means for applying adhesives. The Elastic Spreader applies the adhesive with just the right flow and in an even film. Keller's Elastic Spreader Tubes make absolut provision against clogging and are airtight, so that evaporation is prevented.

Among the adhesives which are put up in Keller's Elastic Spreader Tubes are: Office Mucilage, Office Paste, and Liquid Glue.

Keller's Elastic Spreader Tubes give the dealer talking points for selling something used in every office. The combination of novelty and convenience in the container for a necessity make the line one of particular advantage to the dealer.

Write us today for information as to our proposition to stationers and dealers.

The Robert Keller Ink Company
DETROIT MICHIGAN

Endorsed Everywhere

Once you have used your adding machine on this stand you would not part with it at any price.

Shipped on Free trial. Priced low and the best office "help" in the place. Moved easily and quickly and locked in any desired position. Largest firms and Banks in the country are users.

Let us send one on trial. Price $15.00

ADJUSTABLE TABLE CO.
57 Mt. Vernon Ave., Grand Rapids, Michigan

THE EUREKA BLOTTER BATH and THE EUREKA SANITARY COPYING CLOTH

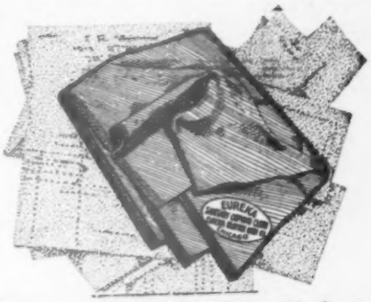
constitute a perfect sanitary system of letter press copies. The impregnated stone composition bath affords an absolutely even distribution of moisture to the cloth, at the same time precluding bad odor, mustiness or mildew. The wire net in the composition makes the bath practically unbreakable. They are furnished in all sizes from correspondence to waybill.

The patent chemical surface cloth which we furnish with non-raveling edge, insures clean cut copies.

There are more Eureka baths in use than all others combined.

Sold Exclusively Through Dealers

Write for the Eureka Booklet



THE EUREKA BLOTTER BATH COMPANY, 6215-17-19 Wentworth Ave., CHICAGO, ILL., U. S. A.

TODD PROTECTOGRAPH CO.

(ESTABLISHED 1899)

Manufacturers of the

Protectograph and Protectograph Check Writer

(Todd Patents)

Peerless Check Writer
PROTOD Registered Checks

World's Largest Makers of Check Protecting Devices.

1129 UNIVERSITY AVE.
Rochester, N. Y.

Values In Typewriters—Rough and Rebuilt

SEND IN YOUR ORDER NOW and you will receive evidence of the quality of our product. You will find that the initial order is a sample of our service.

Prices the Lowest — Our Quality the Highest

FOREIGN INQUIRIES are solicited and will be given prompt and careful attention.

Write for our Price List today. You will find it worth your while.

AGENTS WANTED

N.T.E.Co.

National Typewriter Exchange Co.,
110 Broad Street,
BOSTON, - MASS.

THE THREE "RIVAL" FOUNTAIN PENS

OPEN

NEW RIVAL SELF-FILLER Pen is filled by simply turning the collar in center of barrel to opening. Press hard rubber bar, release and pen is filled. No metal parts to corrode or to rot rubber sack. Has all the good, reliable features to be found in any of our pens, plus the special advantage just mentioned.

RIVAL NON-LEAKABLE—Perfect fitting, air-tight joints form a perfect, absolutely non-leaking writing instrument. Can be carried in any position without leaking.

RIVAL DROPPER FILLER—From No. 1 to No. 8 plain, chased, gold mounted with bands and sterling silver and gold filled filigree mountings. Very appropriate for Holiday trade.

SPECIAL FACILITIES FOR REPAIR WORK.

Catalog illustrating our full line and giving Prices and Discounts will be sent to dealers on request. WE FULLY GUARANTEE EVERY PEN.

Established 1884.

D. W. BEAUMEL & CO., Inc.

Office and Factory **35 Ann Street, New York**

FOREIGN TRADE SOLICITED.

PATENTS

Paragraphic Record of Recent Inventions in the Office Appliance Field.

Copies of any one of these patents can be obtained by sending 15 cents in stamps to E. G. Siggers, patent lawyer, Suite 33, N. U. Building, Washington, D. C., and mentioning Office Appliances

1,145,432. Loose Leaf Binder. George A. Olsen, Chicago, Ill., assigner to Chicago Shipping & Receipt Book Company, a corporation of Illinois.

1,145,472. Fountain Pen. William L. Durand, New York, N. Y.

1,145,552. Credit Register. Clarence P. Byrnes, Sewickley, and Jesse B. Heller, Pittsburgh, Pa.

1,145,574. Adding Machine. Birney Dysart, St. Louis, Mo., assignor by mesne assignments to The Dalton Adding Machine Company, Cincinnati, Ohio, a corporation of Ohio.

1,145,583. Safety Clip for Pens and Pencils. George W. Heath and Alfred C. Heath, Newark, N. J.

1,145,584. Pen-Clip. George W. Heath, Newark, N. J.

1,145,599. Adding and Recording Machine. Harry Landsiedel, Poplar Bluff, Mo., assignor to Dalton Adding Machine Company, St. Louis, Mo., a corporation of Missouri.

1,145,657. Fountain Pen. Frank M. Ashley, New York, N. Y.

1,145,706. Computing Rule. Edward D. N. Schulte, Troy, N. Y., assignor to W. & L. E. Gurley, a corporation of New York.

1,145,719. Combination Rule and Drafting Instrument. Luther G. Tucker, Owosso, Mich.

1,145,832. Escapement Mechanism for Type-Writers, etc. George W. Donning, Stamford, Conn., assignor to Harry T. Ambrose, Orange, N. J.

1,145,848. Illuminated Note Pad. Thomas Robins, New York, N. Y.

1,182,919. Blotter Device. Rudolph Magosy, Brooklyn, N. Y.

1,182,929. Typewriter Ribbon. George E. Pelton, Georgetown, Ky.

1,182,943. Safety-Envelop. Stephen Timkovich, East Chicago, Ind.

1,182,968. Loose-Leaf Binder. Walter L. Blue, Indianapolis, Ind.

1,182,969. Manifolding Sales-Book. Edward Kirby Bottle, Elmira, N. Y., assignor to American Sales Book Company, Limited, Toronto, Canada, a corporation of Ontario, Canada.

1,182,975. Cash and Credit Register. Edmund S. Church, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio.

On Free Trial

We are advertising in magazines reaching the consumer that we are sending the "Satellite" on 30 days' free trial.

Every mail brings us orders. We want this trade to go through the hands of our dealers, certainly if we can sell by mail, you can place these economy savers and efficient office assistants on trial by personal solicitation. The profit is yours if you will go after it.

Send for our dealer's proposition and order a sample dozen, then see how easy they sell.

One of the best profit makers in your store. They are used by many of the largest offices in this country.

Write today.

Adjustable Table Co.
57 Mt. Vernon Avenue
Grand Rapids Michigan

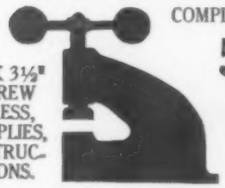
Typewriter Ribbons

The clean-cut writing of distinctive appearance and the long wear obtained from our Typewriter Ribbons give the user extra ribbon satisfaction.

Write for Agency Proposition

Canode & Hunt Mfg. Co.
Manufacturers of
Typewriter Ribbons
536-538 So. Clark St. CHICAGO

DIE STAMPING OUTFIT



COMPLETE 50 $

2 X 3½" SCREW PRESS, SUPPLIES, INSTRUCTIONS.

OSCO MCH. CO., BOSTON

You Get 35% to 60% More 'Phone Service
For Less Than You Pay Now

When You Use

The Phonometer

Make Us Prove It

Costs Little—Soon Earns 1000%
Gun Metal Case, Hardwood Base, $3.50

DEALERS: This clever device is making an instantaneous success under above broad claim. Thousands already in use by prominent concerns. You can share in the distribution. Ask for particulars.

GRAVES TIMING DEVICE CO.
2500 Parkway Philadelphia

THE EFFICIENT MAIL DISTRIBUTOR
Presents the Following Advantages:

SPEED Not only in sorting the mail but in getting started on the day's work. 100 years ago clerks came to the office at daybreak and stayed until late in the evening—now eight hours is considered a long day's work. The shorter working time becomes, the more emphasized is the importance of a quick start. Letters, invoices and all other papers are distributed swiftly and easily in this device. Eight compartments are directly at hand—no reaching about is necessary.

CONVENIENCE of CONSTRUCTION: The shelves are adjustable so that larger space can be allowed for departments receiving heavy mail and smaller space for those whose mail is light. The **EFFICIENT DISTRIBUTOR** can be swung away from the desk so that after the mail is sorted, correspondents can easily get their work without disturbing the person at the desk. And it can be removed from the support, dismantled with **the papers still on the shelves** and locked up in a desk drawer.

To Dealers and Specialty Men We Offer

an office device of merit. There is a large field and those who take up its sale will find it a source of profit. Write for further information and prices.

The Bailey Distributer Co., Inc.
Seneca Ave., Stapleton, S. I., New York

FEATHERWEIGHT EYESHADE

The shade that takes your eye and keeps it in good health.

Light Weight, Adjustable, Durable, Hygienic, Healthful. No metal or elastic band to press or bind the head. Opaque for artificial light. Transparent for natural light. Lies flat when not in use, thus preventing being crushed out of shape by accident; can be carried in hat or rolled up in a small package to carry in the pocket. Visor wider than other shades. We recommend the opaque for those wearing glasses.

The Featherweight Eyeshade Co.
Merchantville, N. J.

PATENTS
Trademarks and Copyrights

Difficult and rejected cases specially solicited. No misleading inducements made to secure business. **Over 30 years'** active practice. Experienced, personal, conscientious service. Write for terms. Book free. Address

Specialty:—Typewriting and Adding Machines

Address E. G. SIGGERS
Suite 33 N. U. Bldg., Washington, D. C.

Acme Gold Pen Co.
Established 1884
Manufacturers of Fine Gold Pens

Gold Pens for Fountain Pens a Specialty.

Repairs on Gold Pens, Fountain Pens, Pencils, etc. promptly attended to.

EXPORT TRADE SOLICITED

35 Ann Street, New York

The Dan-Dee Line of Waste Baskets and Strong Boxes will prove very profitable for Fall and Holiday trade.

STRONG BOX

12 x 8 x 6"—Weight 10 lbs.—Three finishes.

Our extensive advertising campaign on Waste Baskets and Boxes is creating an unprecedented demand for these items. ORDER EARLY.

ERIE ART METAL CO.
ERIE - PENNSYLVANIA

1,182,999. Cash Register. Frederick L. Fuller, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio (incorporated in 1906).

1,183,010. Turn-to-Zero Mechanism for Cash Registers. Max Jacob, Berlin, Germany, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio (incorporated in 1906).

1,183,045. Multiple Cash Register. Francesco Skerl, Dayton, Ohio, assignor to The National Cash Register Company, Dayton, Ohio, a corporation of Ohio (incorporated in 1906).

1,183,056. Typewriter Half-Spacing Key. Edward M. Wiley, Adams, Ind.

1,183,068. Educational Appliance. Albert S. Johnson, Bassett, Ark.

1,183,083. Temporary Binder or Loose-Sheet Holder. Reinhold Krumming, Milwaukee, Wis.

1,183,118. Paper-Fastener. Irvin Rittenhouse, Washington, D. C.

1,183,256. Envelop-Fastener. Matthew Vierengel, Brooklyn, N. Y.

1,183,280. Letter-Space Lock for Combined Type-Writing and Adding Machines. William L. Dench, Pelham, N. Y., assignor to Elliott-Fisher Company, Harrisburg, Pa., a corporation of Delaware.

1,183,318. Brook-Wrapper. Motozumi Okura, Chicago, Ill.

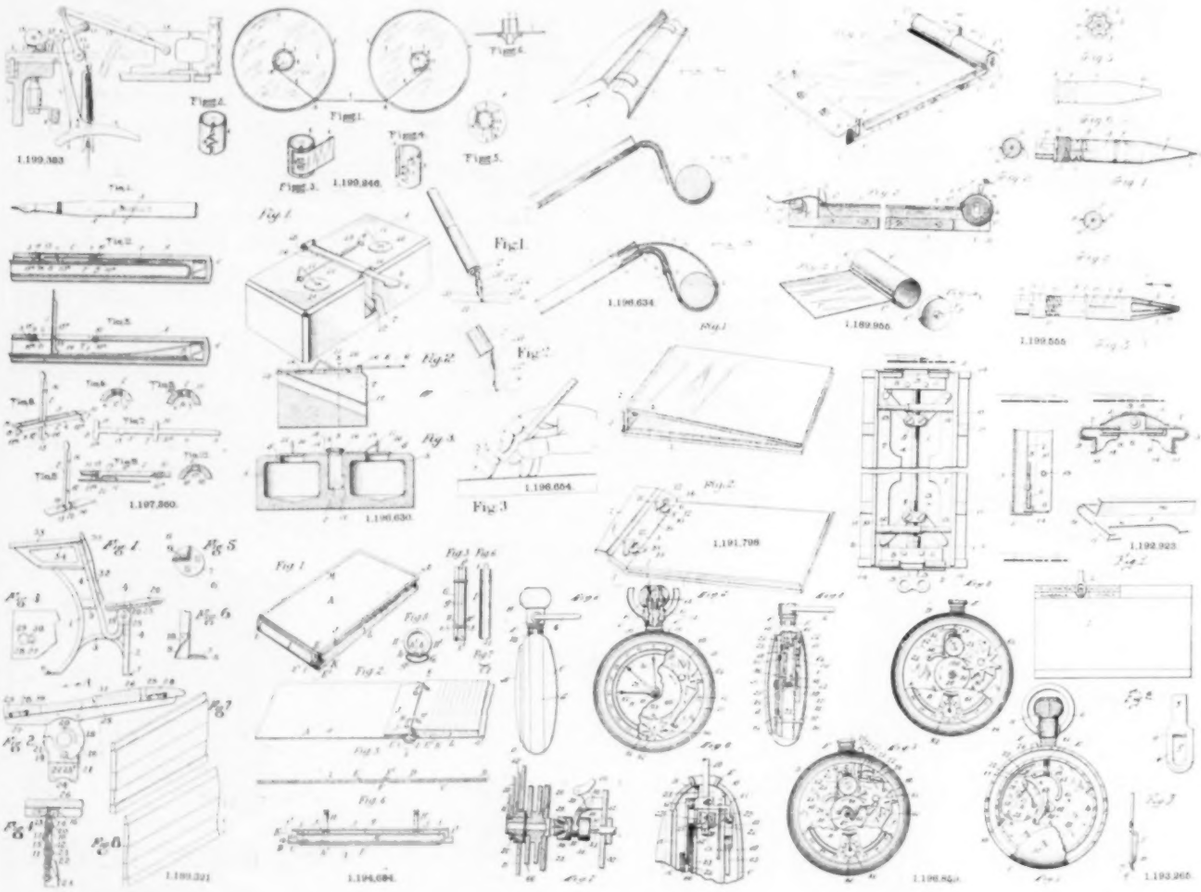
1,183,370. Loose Card-Leaf for Temporary Binders. James Lyon Garfield, Philadelphia, Pa.

1,183,424. Erasing Attachment for Writing Machines. John H. Baldwin, Springfield, Mo.

1,183,436. Button Pencil or Pen Holder. Edward D. Conklin, Madison, N. J., assignor to The Whitehead & Hoag Company, Newark, N. J., a corporation of New Jersey.

1,183,447. Money-Changing Apparatus. Fred P. Furttinger, Dallas, Texas.

1,183,481. Fountain Pen. Oliver A. Morrow, Pittsburgh, Pa.



No. 1,199,383—Improvements in typewriting machines, viz., stops adapted to silently arrest the movement of a moving part; patented September 26, 1916, by Otto Hultgren of Bridgeport, Conn., assignor to the Noiseless Typewriter Company, of Middletown, Conn.

No. 1,199,246—Ribbon mechanism for typewriting machines; patented September 26, 1916, by Edward L. C. Clark, of Middletown, Conn., assignor to the Noiseless Typewriter Company, of Middletown, Conn.

No. 1,196,634—An attachment for typewriting machines for preventing the casual displacement of the papers relative to each other while in the machine; patented August 29, 1916, by Oliver Perry Anderson, of Nashville, Tenn.

No. 1,189,955—Manifolding device; patented July 4, 1916, by Charles H. James, of Spokane, Wash.

No. 1,199,555—Point protector for pencils and the like; patented September 26, 1916, by James T. Jeffries and Eugene E. Henry, of Astoria, Ore.

No. 1,197,360—Presser bar actuating lever for self-filling fountain pens; patented September 5, 1916, by William I. Ferris, of Westfield, and Edwin F. Britten, Jr., of Jersey City, N. Y., assignors to L. E. Waterman Company of New York, N. Y.

No. 1,196,630—Ink well; patented August 29, 1916, by Arthur R. Zimmerman, of Shamokin, Pa.

No. 1,196,654—Pen; patented August 29, 1916, by Ira C. Buckmeister, of Beverly, Mass.

No. 1,192,923—Loose leaf binder; patented August 1, 1916, by John C. Mervin, of Holyoke, Mass., assignor to National Blank Book Company, of Holyoke, Mass.

No. 1,189,321—Combined school desk and chair; patented July 4, 1916, by Edward G. Watkins, of Gardner, Mass., assignor to Heywood Brothers & Wakefield Company, of Gardner, Mass.

No. 1,194,684—Temporary binder and method of forming the same; patented August 15, 1916, by Clarence D. Trussell, of Poughkeepsie, N. Y.

No. 1,191,798—Temporary binder; patented July 18, 1916, by Richard Labarre, of New Orleans, La., assignor to Standard Loose Leaf Company, Inc., of New Orleans, La.

No. 1,196,859—Pocket adding machine; patented September 5, 1916, by Burnett B. Hart, of Lowell, Mass.

No. 1,193,265—Marker for index cards; patented August 1, 1916, by Charles A. Honecker, of Chicago, Ill., assignor to Automatic Utilities Co.

Place Your Next Order

for rebuilt or rough

TYPEWRITERS

with us and we'll take good care of it.

It is unnecessary to emphasize that the progressive dealer makes it a point to investigate any proposition which gives promise of profit in his field. Ours is one of those propositions. Investigate.

Just drop us a line today and we'll send you our new price-list.

Young Typewriter Co.
62 West Madison Street
CHICAGO, ILL.

DEALERS MAKE MONEY

By handling our Coin Wrappers

Over 144,000,000 Sold

We Sample and Circular the Banks and Street Railways of the U. S., Stating they "are sold by leading Stationers." We also make fine BILL STRAPS. We furnish FREE, with your imprint, Circulars to enclose in out-going mail, so you can catch this trade. Write for our Liberal Trade Discounts. Address

THE DETROIT COIN WRAPPER CO.
371 Harper Ave., Detroit, Mich.
70 Bond St., Toronto, Canada
U. S. Agent for Parsons' Silver Plated Pens

Hotel Charlevoix
Detroit, Mich.

A 200 room hotel, completely furnished and equipped. 150 rooms with private bath. An Ideal Location. Absolutely Fire Proof.

Rates, $1 and $1.50 without bath, $1.50 up with bath.

GRINNELL BROS., Props.
Horton M. Kellogg, Mgr.

"FAULTLESS" Pen and Pencil Clips

GUARANTEED

Made in three sizes—Pencil, Medium and Large Pen sizes. Mounted three dozen on a card in any assortment desired.

Finished in Ebony black, which is new and exceedingly durable. Heavy bright nickel Electro gold plate. For neatness and practicability this clip has no equal.

L. D. VAN VALKENBURG, Manufacturer
HOLYOKE, MASS., U. S. A.

Multigraphs, Adding Machines, Office Devices at half price and less

Rebuilders of typewriters, adding machines, time clocks, dictaphones, duplicating machines, new and second hand office furniture and safes. We enjoy facilities which enable us to make low prices. The goods are cheap in price only.

Write for price list today. It will save you money.

Chicago Safe & Merchandise Co.
73 and 75 W. Lake St., Chicago

Index Cards
Guide Cards
Manifold Paper
Folders

TYPEWRITER PAPERS

100 Different Lines

Let's get acquainted - Write

ELSINORE PAPER CO., 29 Beekman Street NEW YORK CITY.

THE RECORD OF TRINER SCALES

in service, substantiates every claim we have made for their superiority. There is good reason for their extensive sale.

The principle employed in Triner Scales is quite different from those used in all other makes.

GEM POSTAL SCALE
Capacity, 1 pound by ½ Ounces.
IDEAL POSTAL SCALE
Capacity, 2 pounds by ½ Ounces.
SUPERIOR POSTAL SCALE
Capacity, 4 pounds by ½ Ounces.

Order Through Your Jobber

Triner Scale & Mfg. Co.
2714 W. 21st St., Chicago, Ill.

Erases Ink Quick!

Like a Magic Wand

The RUSH-ERASER

De Luxe

Is the first Ideal Ink and Typewriter Eraser

SELLS AT SIGHT

Price 50c

Indispensable to Stenographers, Bookkeepers, Bankers, and all Users of Pen and Ink.

Made in Solid Gold, Sterling Silver, Solid Gold Plate

One stroke and the wrong letter or blot disappears, leaving paper smooth and clean.

This Flexible Diamond Brush Has Over 10,000 Diamond Points. "That's The Reason."

No Rubber, Acid or Blades.

Used by U. S. Government, Navy and State Departments.

Elegant Display Sign in Gold and Silver for the trade.

As an *imprint* high grade advertising novelty that will appeal to the recipient and have lasting advertising value, the RUSH-ERASER has no equal.

A high-grade, rapidly-selling, guaranteed office specialty. Sample, gold plated, sent postpaid for **50c** in stamps and the name of a dealer.

Retailers and specialty men: Write for particulars.

RUSH-ERASER CO.
825 S. A. & K. Bldg. SYRACUSE, N. Y.

"Wouldn't Have Anything Else"

"Another Wiggins Card," was the remark of a successful business man, when another Wiggins user detached a *Peerless Patent Book Form Card* and handed it to the speaker. When questioned concerning his remark, he stated he had used the cards for years and "wouldn't have anything else."

You wouldn't have anything else either if you had ever used these famous cards. Surely the presentation of the card mentioned above made the best possible impression. *In fact, under the circumstances it would have been hurtful to have presented any other sort of card!* You may be proving to many men just how far from up-to-date you are by the card you present.

Appearance of our Neat Cards in Case.

Our Service is Satisfying

The Peerless Patent Book Card Form

is not merely a card. *It is an idea, an influence, an expression, a message.* It indicates good taste. It gives the man who receives it a real knowledge of the man who sends it in. It tells the story of an up-to-date man and opens the door to an interview.

Detached one by one as you hand them out, the cards are *always clean and perfectly flat*, and every edge is smooth. There is no possible indication of detachment. They defy detection. Send for a sample tab today and prove the fact to your own satisfaction. Send today.

We engrave and emboss opening announcements, removal notices, or anything that may be desired where only the best will satisfy.

The John B. Wiggins Co.
Engravers : Plate Printers : Embossers
1104 So. Wabash Ave., CHICAGO

Nationally Advertised—A line that has been standard for almost 60 years—that has answered every demand of a critical trade—that has become a household word through widest distribution and use—the only nationally advertised line—

CARTER INX

Mucilage and Paste—Quality Products

The following Magazines with their millions of readers—thousands of them your customers or prospects—will carry a generous space this fall featuring this line for your benefit:

Cosmopolitan	McClure's	System	Munsey's	Everybody's	Metropolitan
Red Book	Hearst's	American	World's Work	Literary Digest	Sunset
Scientific American	Outlook	Modern Methods	Leslie's We kly	Review of Reviews	Current Opinion

The combination shown above is a very strong one and gives a dealer every assurance that he is selling a most profitable line.

Let us send you illustrated folder and booklet. Why not cash in on the above publicity with a window display at this time?

THE CARTER'S INK COMPANY

BOSTON **NEW YORK** **MONTREAL** **CHICAGO**

Largest Manufacturers of Writing Inks, Adhesives, Typewriter Ribbons and Carbon Papers in America

WANT ADVERTISEMENTS

HELP WANTED.

WANTED—Manager for stationery department of bank and office supply house in Pacific coast city. We operate a complete printing and lithographing plant, specializing in bank supplies, and want competent man to take charge of stationery store in connection. Our business is well established and we have road salesmen covering six states. Address stating qualifications and previous experience. Address L-8, care Office Appliances, Chicago.

WANTED—Thoroughly experienced and competent adding machine, typewriter salesmen who can also sell steel office furniture and typewriter supplies. Excellent opportunity for right party. Commission with large territory with established firm. Apply to Marble City Typewriter Company, Knoxville, Tenn.

WANTED—Two first-class furniture and filing device salesmen—one to take charge of furniture department of large stationery house and the other as city salesman. Good opportunities for capable men. Address N-9, care Office Appliances, Chicago.

LOCAL AND TRAVELING SALESMEN for Transo (transparent face) envelopes; every business house a possible customer; exclusive agency given; commission basis; prefer men now selling office supplies or labor saving devices. Transo Envelope Co., Chicago.

WANTED—Reliable salesmen calling on office furniture and supply houses to handle on commission a short but complete line of office tables, moderately priced. State territory you are covering. Mutschler Bros. Co., Nappanee, Indiana.

SALESMAN WANTED for Chicago territory, to handle established line of steel office furniture. Splendid opportunity for the right man. Those who properly qualify have chance for advancement. Address Q-15, care Office Appliances, Chicago.

TYPEWRITER REPAIRMAN WANTED—Competent to rebuild any make of machine. St. Paul Typewriter Exchange, 127 E. Fifth St., St. Paul, Minn.

CITY SALESMAN for Indianapolis, experienced in office furniture. Must come well recommended. Address P-10, care Office Appliances, Chicago.

WANTED—At Boise, Idaho, experienced and live office appliance salesman. No drone, boozer or cigaret fiend need apply. Send references and photo. Andrew C. Jensen & Company, dealers in typewriters and everything for the office.

AGENCIES WANTED.

A WELL KNOWN CONCERN manufacturing and selling a high-grade office appliance in use by hundreds of the largest and most representative business houses in the country, wish to obtain the selling agency in Chicago and New York for some high-class specialty which does not conflict with their own product. Chicago and New York offices centrally located and established eight years. Exceptional facilities for successful representation of any meritorious device or line of supplies. Address K-17, care Office Appliances, Chicago.

OFFICE SPECIALTY MAN in Milwaukee has plenty of time to devote to one or two more good lines. Has been doing good business in Milwaukee for years and can handle any worth while proposition successfully. Address R-11, care Office Appliances, Chicago.

EXPERIENCED office appliance man desires to represent first-class manufacturer in New England territory. Can furnish good references. Address S-16, care Office Appliances, Chicago.

SITUATIONS WANTED.

SITUATION WANTED by typewriter repairman with ten years' experience on all makes. Can furnish the best of references. Address Y-7, care Office Appliances, Chicago.

FOR SALE.

MULTIGRAPHS (all models), Printographs, Writerpresses, Mimeographs, all at one-fourth to one-third original cost. Slightly used, but perfect. Guaranteed. Hundreds of largest commercial concerns, colleges, even the government have bought from me. Rare bargains now. Russell A. Baum, Philadelphia Bourse, Philadelphia, Pa.

FOR SALE—Book, stationery and office supply business in El Paso, Texas. Located in heart of retail district. Will take from $15,000 to $20,000. Owner wishes to retire from active business. Business established fifteen years. Address X-13, care Office Appliances, Chicago.

WE RENT, buy or sell all standard makes of office machinery. Special—Latest model Addressographs, plate frames, drawers and cabinets, 60 per cent off. Multigraphs, adding machines, comptometers, dictating machines and mimeographs, save 40 to 60 per cent. Cleveland Price, 440 S. Dearborn St., Chicago.

TWO LATEST model Noiseless typewriters for sale. Used one week. $75.00 each. G. E. Stimpson Co., Worcester, Mass.

AGENTS WANTED.

H. OHASHI & COMPANY, 54 Leonard street, New York, leading manufacturers, wish to secure good representation everywhere throughout the world for their typewriter ribbons, carbon paper and Japanese copying books, etc. Best and standard in these lines.

Wanted—Loose Leaf

SALESMAN

to travel for Chicago concern. Man with broad experience in this line only considered. Must show (not only in talk) but on investigation, a clean and successful selling record, before being employed.

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